

October . . .

. . . 1933

XO  
IN THIS ISSUE

The Versatile Pineapple by Helen Ashcraft 1933  
Some Practical and Theoretical Tests of Hard Candy by Otto H. Windt—Accident Injuries in Confectionery Plants by R. R. Howard—  
English Firm Inaugurates Show Trains—Candy U. S. Department of Agriculture Superintendent Discusses Chewy Pieces and Salted Nuts—The Codes Status.



*The*  
**MANUFACTURING  
CONFECTIONER**

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NEW YORK

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CHICAGO

# The MANUFACTURING CONFECTIONER

Vol. XIII

OCTOBER, 1933

No. 10

## CONTENTS

|  |                           |
|--|---------------------------|
| EDITORIALS .....   | 16                        |
| New Light On an Old Problem                                      |                           |
| The Labor Situation  |                           |
| A Candy Council  |                           |
| THE VERSATILE PINEAPPLE.....                                     | <i>Helen Ashcraft</i> 18  |
| ACCIDENT INJURIES IN CONFECTIONERY PLANTS.....                   | <i>R. R. Howard</i> 28    |
| ENGLISH FIRM INAUGURATES SHOW TRAIN.....                         | 31                        |
| CANDY AT THE WORLD'S FAIR.....                                   | 32                        |
| THE CODE'S STATUS.....   | 35                        |
| THE CANDY CLINIC—CHEWY CANDIES AND SALTED NUTS.....              | 36                        |
| ERIC LEHMAN CHATS ON SALTED NUTS AND CHEWY CANDIES....           | 40                        |
| THE CANDY MAN'S CALENDAR.....                                    | 41                        |
| HARD CANDY—PART II—SOME PRACTICAL AND THEORETICAL<br>TESTS ..... | <i>Otto H. Windt</i> 42   |
| JOE JOBBER SAYS.....   | 43                        |
| DID YOU HEAR?.....   | <i>C. Ray Franklin</i> 44 |
| DIGEST OF TECHNICAL LITERATURE.....                              | 47                        |
| TRADE MARKS FOR REGISTRATION.....                                | 52                        |
| BUYER'S GUIDE .....  | 5                         |
| CLASSIFIED ADVERTISING .....                                     | 63                        |
| INDEX TO ADVERTISERS.....  | 66                        |

*Statements and opinions offered in this magazine are not necessarily indorsed by the Editors and Advisory Editors or by the publishing organization with which they are affiliated. The author who signs an article assumes full responsibility for the statements which it contains.*

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# INDEX TO

The Manufacturing Confectioner's Approved Advertising of

## Confectioners' Machinery and Supplies

### and Miscellaneous Advertising Directed to Manufacturing Confectioners

**POLICY:** THE MANUFACTURING CONFECTIONER is essentially a manufacturers' publication and therefore is a logical advertising medium only for confectioners' supplies and equipment. The advertising pages of THE MANUFACTURING CONFECTIONER are open only for messages regarding reputable products or propositions of which the manufacturers of confectionery and chocolate are logical buyers.

*This policy EXCLUDES advertising directed to the distributors of confectionery, the soda fountain and ice cream trade. The advertisements in THE MANUFACTURING CONFECTIONER are presented herewith with our recommendation. The machinery equipment and supplies advertised in this magazine, to the best of our knowledge, possess merit worthy of your careful consideration.*

#### MACHINERY AND EQUIPMENT

|  |           |
|--|-----------|
| "Acme" Starch Trays.....                                     | 59        |
| Burrell Belting .....  | 62        |
| Ideal Wrapping Machines.....                                 | 62        |
| Lehmann Chocolate-Confectionery and Cocoa<br>Machinery ..... | 3rd Cover |
| Union Used and Rebuilt Machinery.....                        | 12-13     |
| "White Star" Chocolate Foiling Machine.....                  | 60        |

#### FLAVORING MATERIALS

|                                     |            |
|-------------------------------------|------------|
| Atlas Flavors .....                 | 60         |
| Blanke Baer Flavoring Extracts..... | Back Cover |
| Exchange Oil of Lemon.....          | 8          |
| Foot & Jenks Flavors.....           | 10         |

|                                      |           |
|--------------------------------------|-----------|
| Fritzsche Bros. Flavors.....         | 2nd Cover |
| Magnus, Mabee & Reynard Flavors..... | 55        |
| Ungerer Essential Oils.....          | 6         |

#### CONFECTIONERS' SUPPLIES

##### MISC. RAW MATERIALS

|                                      |            |
|--------------------------------------|------------|
| Anheuser-Busch Brand Corn Syrup..... | 53         |
| Atlas Plastic Food Colors.....       | 60         |
| Baker's Milk Coatings.....           | 7          |
| Blanke-Baer Dipping Fruits.....      | Back Cover |
| Burnett Vanillas .....               | 51         |
| Cerelose .....                       | 57         |
| Clinton Corn Syrup.....              | 61         |
| Convertit .....                      | 61         |
| Exchange Citric Acid U. S. P.....    | 15         |
| Exchange Citrus Pectin.....          | 49         |
| Exchange Oil of Lemon.....           | 8          |
| Guittard Coatings .....              | 9          |
| Hooton's Coatings .....              | 57         |
| Lexin .....                          | 10         |
| Mercken Chocolate Coatings.....      | 55         |
| National Certified Food Colors.....  | 51         |
| Nulomoline .....                     | 53         |
| White-Stokes Superkreme .....        | 4          |

##### MISCELLANEOUS

|                            |    |
|----------------------------|----|
| Brewer Sales Boards.....   | 59 |
| Scotch Cellulose Tape..... | 11 |
| Sucker Sticks .....        | 59 |

ESSENTIAL OILS  
*for*  
CONFECTIONERS

OIL ANISE      OIL LEMON  
OIL ORANGE  
OIL CASSIA  
OIL PEPPERMINT  
OIL LIMES DISTILLED  
OIL LIMES EXPRESSED

Highest Quality

Reasonably Priced

*Ask Us for Samples*

UNGERER & CO.  
13-15 West 20th Street  
NEW YORK

# IT HAS *Everything* you want in a **MILK COATING\***

THAT'S WHY WE CALL IT "*Triumph*"

BECAUSE it's so wonderfully smooth . . . Because it may be used in either enrober or hand dipping . . . Because it has that rich, milky flavor of sweet, fresh, whole milk . . . Because the total of its milk solids is more than the standard set by the United States Government . . . Because that milk is bacteriologically tested and controlled.

For these reasons *Triumph Milk Coating*, with its medium light color, is a choice addition to Walter Baker's varied line of milk coatings. It has the points most essential in a good milk coating, and the sum of these points represents Walter Baker's ideal of *guaranteed performance*.

And performance is the ultimate test of goodness, the final standard of worth—the answer you give to what we sell. We have confidence, born of over 150 years' experience as manufacturer to the confectionery trade, that

## \* **5 POINTS ABOUT TRIUMPH**

1. Wonderfully smooth
2. High content of sweet, fresh, whole milk
3. Total milk solids above U. S. Government Standards
4. Milk bacteriologically tested and controlled
5. May be used in enrober or hand dipping

Walter Baker's products will do the job you want.

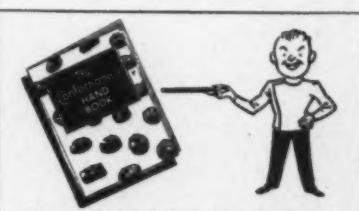
Smart confectioners know that the selection of the right coating suited to particular centers is too important in the long run to be determined by cost, yet this marvelous milk coating costs no more than many coatings of ordinary quality.

We will be glad to send you a sample of *Triumph Milk Coating* and any information or suggestions you may desire about it, if you will write us on your business letterhead.

**BTS**  
150

## **BAKER TECHNICAL SERVICE**

Baker Technical Service is based on over 150 years' experience as manufacturer for the confectionery trade. As the oldest and leading manufacturer of chocolate, it is the business of this Service to understand confectioners' problems, to keep abreast of taste trends and new developments, to help create new ideas and pieces, to figure costs, coverage, yield, and generally to advise manufacturing confectioners. Every problem is handled individually. Use this Service freely.



The Confectioner's Handbook contains many valuable suggestions and useful information on handling coatings and liquors. We will gladly send you a free copy of this authoritative book on request.



# **WALTER BAKER & CO., INC.**

Established 1780

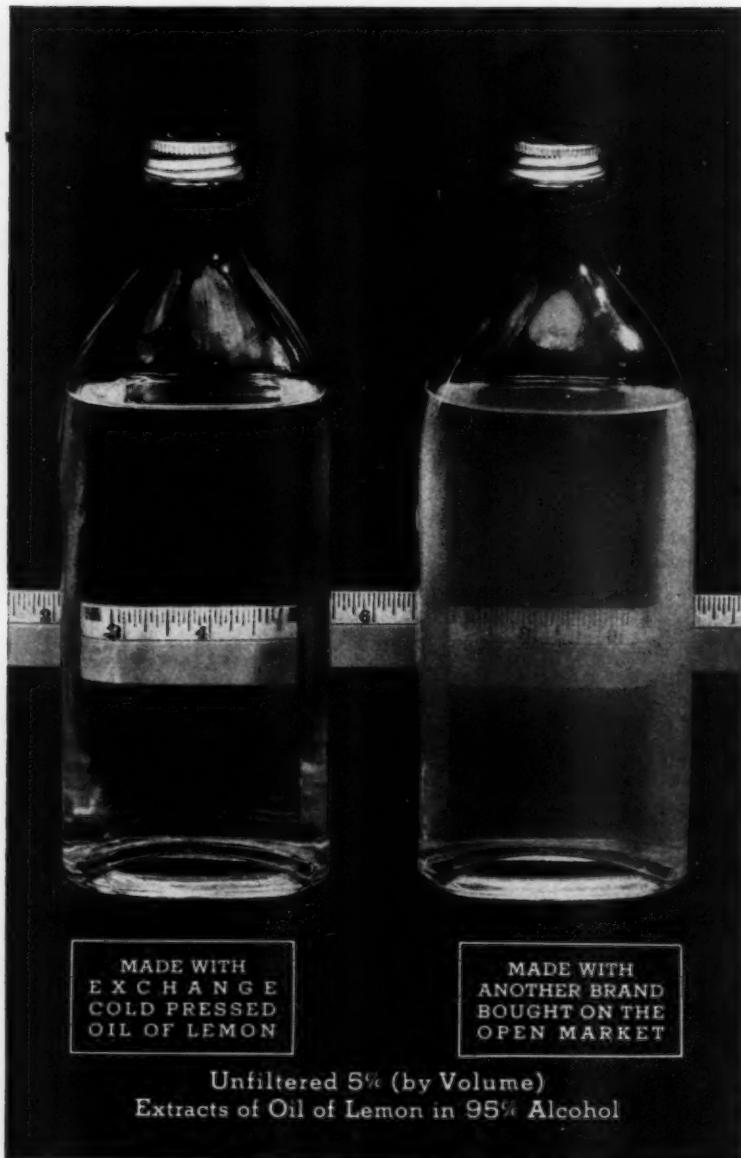
DORCHESTER, MASS. • CHICAGO: 1 NO. LA SALLE ST. • TORONTO, CANADA • PACIFIC COAST: MAILLARD & SCHMIEDELL

OCTOBER, 1933

Page 7

# This is why Exchange Brand Oil of Lemon gives Truer Lemon Flavor

... has better color and more aroma



*Sold to the American market exclusively by*  
**DODGE & OLcott COMPANY**      **FRITZSCHE BROTHERS, Inc.**  
180 Varick Street, New York City      78-84 Beekman Street, New York City

*Distributors for*  
**CALIFORNIA FRUIT GROWERS EXCHANGE**

Products Department, Ontario, California  
Producing Plant: EXCHANGE LEMON PRODUCTS CO., Corona, Calif.

Copy., 1933, Products Department, California Fruit Growers Exchange



## OIL OF LEMON

*THE MANUFACTURING CONFECTIONER*

# GUITTARD

FAMOUS FOR OLD DUTCH MILK AND FRENCH VANILLA COATING

**G**N BOTH SIDES of the Equator in a comparatively narrow strip, the nineteen varieties of commercial Cacao (Cocoa) Beans are grown; each with its own characteristic flavor, color and appearance. Not only is there a price difference of fifteen cents per pound from the cheapest to the finest bean, but each variety has two or more grades. By using the top grades—and with modern roller-bearing refiners and a new emulsifying process, Guittard produces a coating of velvety smoothness and superlative flavor.

**GUITTARD CHOCOLATE CO. SAN FRANCISCO**

EST. 1868



Our buyers are located in the principal Cocoa Bean centers, where they carefully select the top grades for Guittard Coating.



# INDIFFERENCE



## ... Is Generally Costly



If by chance you have been indifferent to the many claims we have made for our ISOLATE citrus flavors, of course you are missing out on the advantages which these fine products offer you.

Cream centers, for example, flavored with our ISOLATES carry the flavor of the respective fruits, entirely free from any adulteration of flavor whatever, thoroughly practical, easy to use, highly concentrated, and therefore very economical. The objectionable terpenes, with their characteristic "pine knot" taste, are absent in our citrus ISOLATES, yet no terpeneless oils are used in the manufacture of these ISOLATES. Flavor results are uniform.

You won't be disappointed if you try ISOLATES right now. Let them prove their many superior points. You will make better flavored candies, and of course, flavor is extremely important.

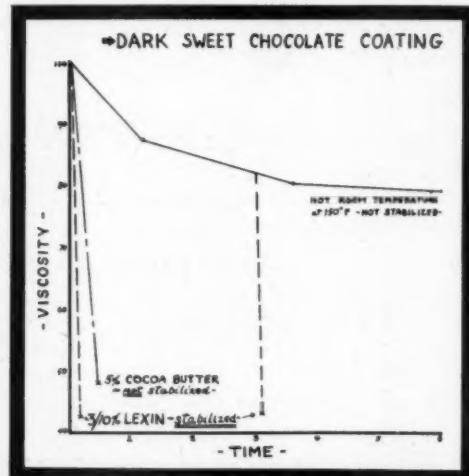


**FOOTE & JENKS**  
INCORPORATED  
Flavor Specialists  
JACKSON MICHIGAN U. S. A.

**You'll Never Know How Good Isolates Are Until You Try Them!**

**ISOLATE**  
LEMON-ORANGE-LIMES  
and Twelve Other ISOLATES

**STABILIZED VISCOSITY**  
is vital to the  
**CONTROLLED PERFORMANCE**  
of your  
**CHOCOLATE COATINGS**



## HOW DOES LEXIN WORK TO STABILIZE VISCOSITY?

This chart shows how a finished dark sweet coating which has been conched for 24 hours changes its viscosity on being kept in the hot room for several days, when **NOT** stabilized.

Addition of 3/10 per cent. LEXIN at the beginning of the test, or a day or so later, after change has taken place, in each case brings the viscosity down to approximately the same point, even though the chocolate itself had different viscosities.

Note that 5 per cent. Cocoa Butter added to the original sample did not reduce the viscosity as much as 3/10 per cent. LEXIN, and furthermore leaves the chocolate much more unstabilized than before. With LEXIN, the coating is definitely **STABILIZED**, and also flows freer.

When your chocolate contains LEXIN, it does not vary on ageing or in melting and mixing—you can be **SURE** of uniform performance! Ordinary coatings necessarily contain free fat which cannot be thoroughly incorporated or completely lubricate solid particles containing sugar, during process of manufacture. You can **PROVE** for yourself that a little LEXIN can stabilize viscosity and make a big difference in your coating production and results. Full information and Free Sample are yours for the asking.



Patents Nos.  
1875529,  
1860541,  
1781672,  
1903237



AMERICAN LECITHIN CORP.  
NEW YORK - - ATLANTA

# Holiday Pattern

## Scotch Cellulose Tape



*—will help make this Christmas  
your banner sales season*

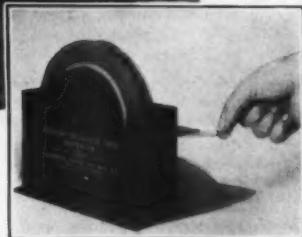
THE new Holiday pattern of Scotch Cellulose Tape is gay, smart and attractive—bright red poinsettias and green holly leaves on a silvery background.

Used to seal and decorate your "Cellophane" wrapped candies—it will attract attention, win eye approval and create impulse sales.

Purse strings loosen at Christmas time . . . when products please the eye. Increase your sales this year by putting your candies in a holiday dress.

Scotch Cellulose Tape is the only natural, transparent, quick seal for "Cellophane". It comes ready for immediate use—requires no moistening and the slightest pressure seals it instantly and tightly.

Send the coupon below for a free sample roll of the new holiday pattern. Other Christmas colors are red, green, silver and gold in solid shades.



*With this dispenser, the desired length of Scotch Cellulose Tape is secured with speed and ease.*

*Made and Patented in U. S. A. by*

**MINNESOTA MINING & MANUFACTURING CO.**  
SAINT PAUL, MINNESOTA

Patent No. 1760820, No. 1895978, No. 1814132, No. 1856986. Other Patents Pending.

----- SEND THIS COUPON FOR SAMPLE ROLL -----

Minnesota Mining & Mfg. Co.  
Saint Paul, Minnesota

Please send free sample roll of  
the new Holiday pattern Scotch  
Cellulose Tape. We are interested  
in its use in the confectionery field.

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

MC 10-33

**FREE  
SAMPLE  
ROLL**

# Necessity Requires



## HARD CANDY MACHINERY

Springfield and Baker Continuous Cookers. Gaebel Continuous Automatic Plastic Machinery, with 7 chains, complete. Simplex Vacuum Cookers. Burkhard Vacuums with kettles and pumps, 200 to 1,000 lb. capacity. Werner Ball Machines, semi and fully automatic. Racine Die Pop Machines. Racine Duplex Automatic Sucker Machine with conveyor and blower, also continuous cutting rollers. Hildreth size 6, Pulling Machines, double arm. Also size 3. Continuous Cutters, Brach, Racine. York Batch Rollers, motor driven. Water-Cooled Tables, 3' x 6' and 3' x 8', 4' x 10'. Forgrove Hard Candy Wrapping Machines (with twist ends). Sucker and Stick Wrappers. Kiss Machine, Model K. Mills Drop Machines, 4" x 7", 6" x 8", full assortment rollers.

Revised schedules of hours make it necessary to add men and machines to keep up with production requirements—every phase of plant operation must be perfectly balanced and most efficient equipment is essential to sell at a profit—at reasonable prices, to induce purchases—and maintain present wage scales. Aim for top-notch efficiency.

## CHOCOLATE DEPARTMENT

National Equipment Coaters and Enrobers, 32", 24", 16"—all attachments. Bottomers, Automatic Feeders, Coolers and Packers. Strokers and Decorators. Greer and Universal 24" Coaters with Coolers and Packers. 2,000-lb. capacity National Chocolate Melters. 1,000-lb. capacity National Chocolate Kettles. 500-lb. capacity National Chocolate Kettles. 300-lb. capacity National Chocolate Kettles. Walters Basket Machine. 2-pot Electric Chocolate Dipping Tables. Forgrove Foil Wrapping Machine, with motor. Smith Scales.

## MOULDING MACHINERY

Steel Mogul Machines, fully automatic. Steel Mogul Pumps. Wood Moguls, Type A. Wood Mogul Pumps, 10 to 80 outlets. Huhn Starch Conditioning Machine and Conveyors, etc. National Automatic Cherry Dropper. Starch Trays with starch. Plaster and Aluminum mould boards. Merrow Cut Roll Machines. Friend Dreadnaught Machine. Werner Combination Printer and Depositor. Springfield No. 2 Depositors. Racine Depositors. Springfield Simplex Starch Buck. Hand Printers. Colseth Starch Board Trucks. Gyrator Sifters.

## WE HAVE THE FACILITIES AND ABILITY

### RARE BUYS

24" National Enrober with Bunker Style Tunnel. Gaebel Continuous Automatic Plastic Machinery, with 7 chains, complete. National Equipment Automatic Cherry Dropper.

Springfield Continuous Cooker with Kettles. Hildreth Double-Arm Puller. Racine Die Pop Machine. Racine Duplex Sucker Machine. Werner Fully Automatic Ball Machine.

Send us full details of machinery which you wish to dispose of.

WRITE OR WIRE AT OUR

**UNION CONFECTIONERY MFG. CO.**

CABLE ADDRESS: UNION

# Buyers ACTION!!

Buy now before prices advance and while very desirable up-to-date equipment is offered for resale at tremendous savings. Be prepared and equipped to make money on the new deal. If you have any machinery or department which you are not using, we will give you attractive allowances for this equipment, in trade toward needed machinery. Do not delay. Write or wire collect today.



## Special Terms—Immediate Delivery

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Hohberger Cream Machine.  
Springfield and Werner 600-lb. and 1,000-lb. Syrup Coolers with Cream Beaters, Kettles and Pumps.  
Ball Cream Beaters, 4-5-7 ft.  
Dayton Cream Beaters, 5 ft.  
50-gal. Springfield E. B. Cream Remelters, also Werner, Burkhard.  
Springfield 50-gal. Marshmallow Beaters, also Werner, double action.  
Savage Marshmallow Beaters, 80-gal. and 110-gal.

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Steam-Jacketed Mixing Kettles, 25 to 250-gal. capacity, with and without mixers.

### CARAMEL, JAP AND NOUGAT MACHINERY

Ideal Caramel Cutters and Wrappers,  $\frac{3}{4}$ ",  $\frac{5}{8}$ ", and  $\frac{3}{4} \times 1\frac{1}{2}$ " sizes.  
50-gal. double action, Mixing, three-speed tilting jacketed kettles, Springfield.  
50-gal. single action, Mixing, tilting jacketed Kettles, Springfield.  
Caramel Cutters, White, Racine.  
Mills Reversible Sizing Machines.  
National Equipment Automatic Nougat Cutter.  
Racine Nougat Cutters, also Mills.  
Burkhard Jap Mixing Kettles.  
Mills 15" Jap Cutters.  
Heilman Bon Bon Machines.

### SOLID CHOCOLATE DEPARTMENT

Bausman Battery of 4 Discs with Kettles.  
Bausman Liquor Mills. Double Disc.  
38" National Triple Mills.  
Refiners, 3- and 5-Roll.  
Chocolate Melters, 300 to 2,000 lbs.  
National and Lehman Conges.  
Lehman Milk Plow Machine.  
Sirocco Automatic Roasters.  
Reich Chocolate Rice Machine (Large size).  
National Paste Moulding Machines with Shaking Tables.  
Racine Chocolate Depositors.  
Springfield 10-lb. Weighing Machine.  
Sugar Pulverizers.  
Burns Cocoa Bean Cleaner.  
Melangeurs, Lehman, Carey, Baker.  
Burns 5-bag Roasters.  
Crackers and Fanners, seven compartments, National, Lehman.  
Five- and Ten-Cent Ferguson & Haas Chocolate Bar Wrappers.

## LITO REBUILD MACHINES EQUAL TO NEW

### OFFRED CHAP

Bausman Double-Disc Liquor Machine.  
Bausman Battery of 4 Disc Machines, with Kettles and Interconnecting Parts.  
300 to 2000 lbs. Chocolate Kettles.  
Automatic Sucker and Stick Wrappers.

Savage 200-lb. Marshmallow Beaters, Motor Driven.  
1,000-lb. Werner Syrup Cooler, with 2-cylinder Snowflake Cream Beater, Kettle and Pump.

### FOR QUICK SALE

We pay cash for single machines or entire plants.

ATOUR EXPENSE TODAY

MECHINERY CO., INC. 318-322 LAFAYETTE ST.,  
NEW YORK CITY

# CHOCOLATE FAT-BLOOM.....

*Do you know what it is  
and How To PREVENT IT?*

For the first time the complete story of chocolate fat-bloom has been written and published in the form of a monograph by the man who was responsible for the first scientific paper on the subject, in the Journal of the Society of Chemical Industry in 1927. The Author has been called in to cure more cases of fat-bloom than any other one person. Order a copy now of his latest and most valuable contribution to the literature of the industry . . . .

## “THE PROBLEM OF CHOCOLATE FAT-BLOOM” *A technical and practical monograph* BY ROBERT WHYMPER

(Author of “Cocoa and Chocolate: Their Chemistry and Manufacture,” 2 Editions; “Cocoa and Chocolate” in the standard work—Allen’s Commercial Organic Chemistry,” 3 Editions, etc.)

The book is divided into two sections: Section I deals with a full scientific and technical discussion of chocolate fat-bloom; Section II tells the practical chocolate man in simple language how it may be prevented. Contains reproductions of 2 photo-micrographs illustrating 2 forms of chocolate fat-bloom; 14 charts of solidification curves, viscosity curves, etc.; 2 figures illustrating a simple solidification curve and the changing melting points of cacao butter.

*Published by*

THE MANUFACTURING CONFECTIONER PUBLISHING CO.  
1140 The Merchandise Mart, Chicago, Ill.

The Manufacturing Confectioner Publishing Co.,  
1140 The Merchandise Mart, Chicago, Illinois.

Date.....

You may reserve ..... copy for us of Robert Whymper's new book, “The Problem of Chocolate Fat-Bloom”. Check in the amount of \$..... to cover is attached hereto.

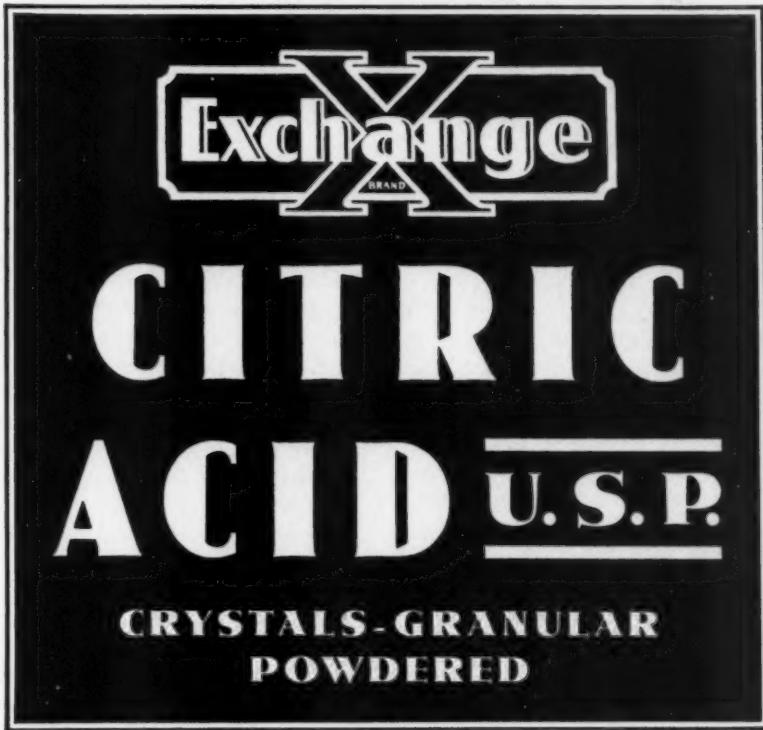
(Price in U. S. A.—\$2.50 per copy. Foreign—\$3.00)

Mail copy to: Name.....

USE  
THIS  
COUPON

Firm .....

City ..... State .....



## Made from American Lemons

by the Exchange Lemon Products Company of Corona, California. Backed by the Sunkist group of 13,200 citrus growers—largest in the world. Immediate shipments from warehouse stocks in New York, Chicago, Philadelphia and St. Louis. For prices on kegs, barrels or carloads, consult any of the following distributors:

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### PACIFIC COAST SERVED BY

Products Department—CALIFORNIA FRUIT GROWERS EXCHANGE—Ontario, California.



## Editorial

### New Light on an Old Problem

**C**NE of the most perplexing and aggravating problems with which the confectioner has to contend is that of chocolate fat-bloom. Realizing this, it is with no little pride and satisfaction that we call our readers' attention to a book we have just had the pleasure and privilege of publishing which is designed to give the reader the most complete and up-to-the-minute information available on that subject.

"The Problem of Chocolate Fat-Bloom" is the recent work of Robert Whymper, who as a result of his accomplishments in this field, has attained distinction and world wide recognition as an authority on cacao and chocolate. Mr. Whymper has succeeded in producing a practical and scientific treatise on the subject which he covers most thoroughly. While he has drawn freely upon his own vast knowledge of chocolate, he has also referred to the works of others who have made valuable contributions to this field of study. The book has been prepared in such a way that it will be useful to the practical confectioner as well as to those whose leanings are more technical and scientific. All who have anything to do with the manufacture of chocolate or chocolate-coated goods will find this a valuable addition to their library.

The sponsoring of Mr. Whymper's book has afforded us a great deal of satisfaction and if present plans materialize, as we think they will, it will be but the forerunner of other practical volumes dealing with other special phases of confectionery manufacture. The industry is appallingly handicapped for want of authoritative reference literature pertinent to the subject

of candy and it is to meet this situation that we have in mind the publication of these additional volumes.

As we look back over the years and trace our progress from the introduction of the first specialized publication confining itself solely to the interests of confectionery manufacture, later to The Manufacturing Confectioner's Blue Book and Consolidated Confectioners' Supply Catalogue which followed, then to The Confectionery Buyer and Candy Buyers' Directory, and now to this present venture, we realize that the only justification for a publication's existence is in the service it can render the industry around which its efforts revolve. We would like to feel, therefore, that although our coffers have not been materially enriched, we have, in some degree at least, rendered the candy industry constructive and unselfish service.

We shall be interested in your reaction to Mr. Whymper's book which is now available through this office.

### A Candy Council

**C**HE formation of a Candy Council now being perfected in Chicago, composed of two representatives of all branches of the candy industry serving the metropolitan territory, is another commendable step toward improving industry conditions by bringing together the various trade groups which in the past have not shared altogether harmonious relations.

The council includes representatives from the service jobbers, wagon jobbers, tobacco wholesalers, cash-and-carry wholesale grocers, wholesale druggists, manufacturers' salesmen, and candy manufacturers. The Candy Council idea may well be emulated in other sections as an aid to banning trade abuses.

## The Labor Situation

**P**RESIDENT WILLIAMSON and members of the N. C. A. Industrial Board, at the time of this writing (October 11th) are preparing for another conference at Washington with Administration representatives in regard to the industry's code. As indicated on other pages in this issue, presentation of the candy code is being delayed by what is regarded as an attempt by organized labor to have included in all codes undue restrictions upon manufacturers in their relations with their employees.

Some alarm has been caused in this industry by these threatened impositions. Probably, however, the most harmful effects which will come out of the situation will be the lost support of manufacturers who become disheartened and weary of waiting for the adoption of the code and fail to give their unstinted cooperation which is essential in order that the industry may present a united front in its dealings at Washington. But now is no time to lie down on the job.

A long-time vision on the part of every manufacturer is required at this critical time. Nine-tenths of the industry's troubles may be found within the industry, and most of them are traceable to wrong attitudes. Right now the chief need is an attitude of confidence and perseverance—confidence in the industry's leadership, confidence that your competitor is as willing to pull together as you are—confidence that the Administration must and will give a square deal, to the end that the confectionery code will be equitably settled—and perseverance is essential to see it through.

General Johnson is aware of the charges that the Administration is harnessed by organized labor. He has made clear the Administration's stand in his recent address before the Merchants' Association in New York. Extracts from his address which we are printing below should give confidence to this industry that the labor threats will ultimately be ironed out and prove to have been greater fears than actualities. Nevertheless, concerted action by the confectionery industry is imperative and the greatest possible speed obtained in getting the President's signature of the candy manufacturers' code in order that its

benefits may soon improve industry conditions for all concerned.

"I have gathered here," said General Johnson, "that there is no little apprehension about charges that the Recovery Administration has surrendered to organized labor.

"The facts are that this law, while permitting to industry the fullest benefit that can come from combination imposed a significant condition—that workers also be given the right of combination, just as industry is given that right. It provides that, if industry takes that valuable right, it shall also accord to workers their statutory rights (which it requires to be recited in every industrial combination)—that employees may organize, free from any restraint and may bargain either individually or through representatives of their own choosing. It is the employees'—and not the employers' choice (under this law) as to how workers shall bargain—whether individually or collectively. That is the law and it is our duty to execute it exactly as we find it. It is also our duty to interpret this law.

"Both sides—employers and employees—have sought to pull and haul this law on interpretations to their own advantage. We cannot countenance that.

"The real difficulty, I fear, is that the apprehension among some of our friends, in both industry and labor, is not so much a fear that we will judge the law as it is a fear that we will not judge it their way. This the administration will not do for either side and so their real quarrel—if they have any quarrel—is with the law. That is their business but in my experience (and I think the subject is even covered in Holy Writ) quarrels with the law are extremely unprofitable. Especially in the present temper of the American people, is this wise?

"It is a pity to mar this great national cooperation with controversy. It is a phase that will pass in the next few weeks. But controversy was inherent in the first stages of this situation. As the vast benefits to every branch of trade and industry become apparent and as the real advantage of the labor clauses are better known this new and profitable cooperation among management, workers and the great American public will erase every element of dissension."

# The Versatile Pineapple

By HELEN ASHCRAFT

**F**HE world, it seems, grows more health-conscious by the minute, and to such an extent that nearly every major activity is judged by its relation to bodily health. However, today, the general public is without a doubt most preoccupied with the subject of the daily diet: *What to eat? When to eat it? And is it good for one?*

The pure confection has perhaps had the hardest struggle upwards in the class of delectable, enticing, though "taboo" foods; although now, thanks to persistent food scientists and others, candy has gained a secure place in the retinue of edibles said to be "good for" one. And every day it gains a little more momentum.

Fruits, in particular, have gained much prestige among health-preservers, and as a consequence the records show that candied fruits and fruit-filled candies enjoy increasing consumption. One fruit has so impressed itself on diet-conscious folk in recent months that there is every reason to believe that its new appeal will very profitably reflect in the confection field from now on. This is pineapple, in canned form.

A little more than a year ago, food authorities announced that they had found a number of dietetic properties in canned pineapple and recommended it for daily use. Moreover, it was said that the processing of pineapple did not effect these properties to any great material extent; that, in the case of canning, the fruit was actually improved, dietetically, etc. The news (and it was news) naturally went far and wide with advertising and publicity, and the results



**Fruits have gained favor as health builders. Candied fruits and fruit-filled candies--such as the adaptable pineapple--are increasing in demand**

have been, according to producers' reports, that its demand in all the logical outlets has doubled and trebled: in restaurants, hotels, hospitals, bakeries, soda fountains, retail food stores, and in the home.

Such is the response of the public to a piece of food-health news! There is a commercial invitation in it, too, for the candy manufacturer.

## **Pineapple Most Versatile of Fruits**

Back of the successful marketing of pineapple in other fields is the fact of the fruit's universal popularity for sheer deliciousness of flavor and for its good blending qualities. A noted chef has said that there are more ways of utilizing pineapple than any other single fruit, and it might easily be true of pineapple's use in candy. The essential characteristics of color, form, flavor, and texture which give it "versatility" for the cook remain nearly constant in the candy kitchen.

Pineapple is no strange element in the candy batch. It was one of the first fruits to be turned into a confection by candying and glaicing and has proved to be one of the finest in holding its natural fruity form and flavor under the canning process. It has proved itself perfectly



The above assortment of delectable pineapple candies includes, reading from top left to right: A cordial, candied fritter with cherry center, pineapple jelly, fondant-covered pineapple heart (the small round white piece), a half fritter, chocolate coated fingers, a larger uncut glazed finger, a fondant-tipped wedge, a chocolate covered finger, and another bonbon (presumably flavored and tinted).

adaptable and superior to most fruits as an ingredient.

Now, the new story of its health values adds new commercial advantages upon which the candy manufacturer should be able to capitalize as never before.

Pineapple has been called the "perfect cordial fruit," its natural fruit acid giving it cordial qualities found in very few other fruits. Its strong, individual flavor and the fact that it may be easily tinted and strengthened by additional flavoring suits it for the purpose. Furthermore, the acid tends to reduce the hazard of bursting and, at the same time, gives it a flavor which blends well with chocolate. Following is a formula for the preparation of *cream fondant*, to be used with pineapple in *cordials*; also a discussion of dipping methods:

#### *Cream Fondant*

Place 90 parts of a good, hard, white sugar; 10 parts of corn syrup and 32 parts of water in a clean copper kettle (use no higher percentage of corn syrup)—put on the fire and stir

until all the sugar is dissolved. Place a lid on the kettle for three or four minutes, then remove and wash down sides of kettle to remove all crystallized sugar. This washing is best done with a scrubbing brush and clean water.

Cook the batch quickly to 240 or 241 degrees Fahrenheit. It is important that at least 240 degrees should be reached as at this point certain chemical changes are effected which are vital to the preservation of centers containing whole fruits.

When the desired cook is obtained pour the batch on a clean marble or water cooled steel slab which has been prepared while the batch is cooking. As the batch leaves the lip of the kettle, move the kettle along from one end of the slab to the other, keeping the lip as close to the surface of the slab as possible. Now sprinkle lightly with water and leave it alone until it is about the temperature of the back of the hand.

The slab should always be perfectly clean and cool and should be either sprinkled with cold water or wiped off with a wet cloth just before the batch is poured on.

Turn up with a spade until the batch becomes white and sets hard, then place it in a clean container and cover with a damp cloth.

The fondant is now ready for use, although it is generally considered better practice to let it set until it losses its hardness, this should take about one hour in an ordinary room temperature.

If the quicker maturing center is desired, all or part of the corn syrup may be replaced with invert sugar. The resulting fondant will be sweeter and more tender than that made with corn syrup.

NOTE.—The temperature, wherever mentioned, is *Fahrenheit*. Fahrenheit temperature minus 32 degrees, multiplied by five-ninth, gives Centigrade. For example, 240 degrees Fahrenheit is equivalent to 115½ degrees Centigrade.

#### HOW TO PREPARE MATERIALS

Fruit may be incorporated in the centers of chocolates in the following ways, the object of either being to produce a liquid or semi-liquid syrup from the fondant which with the fruit will be contained in the chocolate covering.

*Fruit should be drained on screens for one hour before use. Don't throw away the juice!* Cook your fondant a little longer and add the juice when you melt down. Just enough to thin properly.

#### HOW TO DIP

(The less fondant used, the more completely it will cordial.)

NO. 1—STARCH RUN—Prepare a cone shaped or oval top mould of a circumference and depth sufficient conveniently to hold the fruit with a surrounding coating of fondant. In very dry starch make the desired number of impressions.

Melt down enough of the fondant to fill half of the impressions; have it fairly warm. Add an ounce and one-half (1½ ozs.) of tartaric acid for every one hundred (100) pounds of fondant. Fill the impressions one-third full, and immediately press one piece of the fruit gently into each. Be sure the fruit does not touch the starch at any point. Immediately complete filling of the impressions with fondant. It is best to do this before the first lot has time to cool, as the halves will join better.

Allow to set only until hard and cool enough to dip, then shake out.

This work can be done on a depositor to advantage. If large quantities are to be made, it is best to use two depositors connected by ten feet of chain. The tip is run on one machine, girls put in fruit as the tray passes along the chain and second depositor fills the mould.

If the runs are not sufficiently large to make this method practical, the tip may readily be run on the machine and tops filled with a runner as fast as the fruit is placed. Two good hand runners should readily cap the work of one depositor.

NO. 2—BON BON DIPPING—After the fruit has been drained, roll it in confectioners' sugar and dip in fondant with a bon bon fork. Allow to cool, then chocolate dip at once. Prepare the fondant the same way as for deposited center.

CHOCOLATE DIPPING (MACHINE)—It is always best to double dip the bottoms of Fruit Creams and we suggest that where the enrober or kindred machine is used, a bottoming attachment be employed. Many people wish a very heavy covering on these goods and this is desirable. To accomplish it the goods are well put twice through the enrober.

Different coatings dip best at different temperatures but between 89 and 94 degrees will suit most of them. Try until the color is clear and the surface bright and cooled.

HAND DIPPING—When hand dipping fruit centered creams, the bottoms should first be coated with a little chocolate and allowed to harden as quickly as possible. As it is a simple process and the color does not matter, it may be done by learners, which greatly reduces the cost. The actual dipping should be done as quickly after bottoming as possible. The centers begin to liquify at once and if allowed to stand will become so sticky and wet as to make dipping difficult.

#### Pineapple in Bon Bons

Pineapple is an excellent agent for bon bons, if for no other reason than a strong tart flavor which detracts from a cloying richness in the bon bon center, which is never lightened by the fondant shell. Here is a method for admitting the fibre as well as the flavor, with interesting results:

##### Pineapple Bon Bons

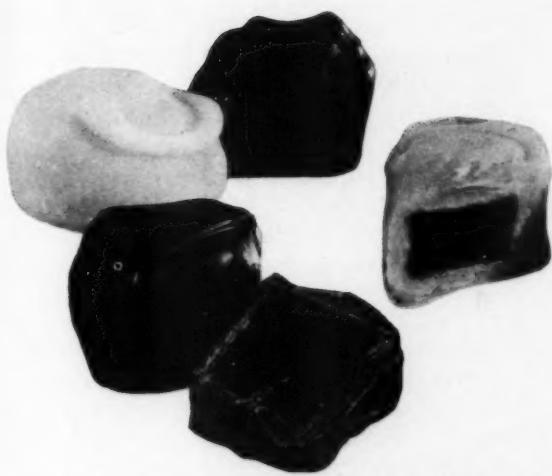
XXXX Powdered Sugar

Fondant

Crushed Pineapple.. No. 10 Can (8 lbs., 10 oz.)

METHOD: Cook pineapple until heavy, or until all juice is cooked out of the fruit. Pour onto powdered sugar on slab. Allow to cool. Mix in more powdered sugar until stiff paste is formed. Roll and dip fondant (colored yellow or as desired), flavored with true fruit pineapple flavor.

Note: If Hawaiian pineapple is used, it will not be necessary to add true fruit flavor because the natural flavor is strong enough.



## SIX PINEAPPLE ADVANTAGES

PINEAPPLE lends itself to experimentation particularly well among the variety of fruits commonly used for candying and preserving, because of certain physical and chemical features:

- (1) Color (suited for tinting).
- (2) Flavor (exceptionally potent and uniformly fast).
- (3) Natural acidity.
- (4) Absence of seeds and pits.
- (5) Texture (uniformly firm and tender).
- (6) Form (may be "cut to fit," as in fingers, wedges, hearts, slices, of varying sizes, etc.).

### Pineapple in Creams

For the same reasons, pineapple is ideal for creams.

#### Pineapple Creams

(Formula No. 1 for Casting)

|  |         |
|--|---------|
| Sugar .....                                    | 45 lbs. |
| Cream of Tartar.....                           | 1½ tsp. |
| Water .....                                    | 1½ gal. |
| Nougat Cream .....                             | 8 lbs.  |
| Citric Acid .....                              | 1 oz.   |
| Crushed Pineapple..No. 10 can (8 lbs., 10 oz.) |         |

METHOD: Cook sugar, cream of tartar and water to 250 degrees. Add pineapple, after which cook to 238 degrees. Pour onto slab or into beater of the Ball type. Cream up when hot, and add the nougat cream. Store in container over night. Remelt and cast in starch molds. Dip in chocolate. About 1 oz. of citric acid may be added to bring out fruit flavor if desired.

#### Pineapple Creams

(Formula No. 2 Hand Rolls)

Pineapple Preserve Formula:

|                         |        |
|-------------------------|--------|
| Sugar .....             | 8 lbs. |
| Crushed Pineapple ..... | 8 lbs. |

• Left, bonbon with pineapple cube center, surrounded by chocolate covered pineapple jellies. Pineapple has proved to be one of the finest of fruits in holding its natural fruity form and flavor under the candying process.

METHOD: Make a pineapple preserve or marmalade by cooking the sugar and pineapple until heavy (about 230 degrees). Set aside.

Cream Formula:

|                      |          |
|----------------------|----------|
| Sugar .....          | 100 lbs. |
| Cream of Tartar..... | 3 tsp.   |
| Water .....          | 3½ gal.  |
| Citric Acid .....    | 2 oz.    |
| Nougat Cream .....   | 10 lbs.  |

METHOD: Cook to 244 degrees (sea level). Pour onto slab or into beater. Cream or work up. Just before batch sets, add the pineapple preserve, 2 oz. of powdered citric acid and the nougat cream. Roll and dip in chocolate as soon as cool. This makes a delicious true fruit cream.

### Use in Coconut Creams

Too, there is an unusual lightness and zest imparted to the coconut cream by the addition of pineapple. This method should get the desired results:

#### Pineapple Coconut

|  |        |
|--|--------|
| Sugar .....                                    | 5 lbs. |
| Corn Syrup .....                               | 5 lbs. |
| Invert Sugar .....                             | 5 lbs. |
| Macaroon Coconut .....                         | 9 lbs. |
| Crushed Pineapple..No. 10 can (8 lbs., 10 oz.) |        |

METHOD: Bring sugar, corn syrup, invert sugar and pineapple to boiling point. Add macaroon coconut. Stir continually until soft paste consistency is obtained. Pour onto piled paper-lined trays or a slab dusted heavily with powdered sugar. When cold, cut to suit. Roll in coarse sugar, to sell plain—or dip *without* coarse sugar in chocolate.

In featuring pineapple, manufacturers are very apt to find such pieces as cordials, chocolate-dipped hearts, fingers, cubes and wedges increasing in demand, possibly in the lead, since they supply the fruit itself in a form nearer the original as preserved by candying. A number of producers already have reported this trend and are experimenting with pieces which actually expose the fruit for ready identification. One of the most attractive to appear recently on the market is the fondant-tipped wedge. The wedges are cut extra-large from the slice, candied, then glazed. The fondant is tinted in a variety of pastel shades and flavored differently as desired; then applied to the wide end of the wedge giving it the appearance of a siz-



Courtesy Lyons-Magnus Co.

Candied Hawaiian pineapple in popular-priced packages are now on the market to meet the demand for health-giving fruit confections. Candied cherries, also shown above, have an important rank in the retinue of candied fruits and fruit-filled candies. These packages were exhibited at the Chicago World's Fair.

able grain of candied corn. Hawaiian pineapple is recommended for use in this and other fruit-filled pieces of the type since the color is naturally deeper and remains fast to a greater degree during candying. An appetizing color is specially important to the fruit used in this way.

A large manufacturer has found that one of his fastest selling pieces to be a packaged tray of chocolate coated pineapple hearts; while retailers are beginning to notice the growing popularity of the dipped wedges, cubes and "trick" pieces, obviously fruity, which are highly decorative in an assortment.

Pineapple combined in an all-fruit has been successfully tried, using candied cherries, peaches, strawberries, prunes, and apricots. The pineapple is filled-in, sandwich fashion, used as a topping, or glazed and topped with cherry. Individually wrapped or sanded with coarse sugar, these are quite practicable, especially in box assortments, and are of a type which keys in well with the growing interest in the "not so rich" confection.

#### Pineapple in Jellies

Jelly centers will have an appeal all their own, for there are few better methods of preserving a fruit flavor. The strong, natural tart-

ness of pineapple makes possible a center of exceptional palatability without the blending of plum or lemon or a true fruit flavor. The flavor it's possible to attain in a well-made pineapple jelly is both strong and natural. Here are tested formulas: (Note that both are adaptable, also, to a jelly and butterscotch, or caramel, combination.)

#### Pineapple Jellies

(Formula No. 1)

|  |            |
|--|------------|
| Sugar .....                                    | 10 lbs.    |
| Jap Jelly .....                                | 1 lb.      |
| Water .....                                    | 1 1/2 gal. |
| Raw Corn Syrup .....                           | 10 lbs.    |
| Tartaric or Citric Acid.....                   | 1/2 oz.    |
| Crushed Pineapple, No. 10 can (8 lbs., 10 oz.) |            |

METHOD: Cook sugar, gelatine and water to 220 degrees. Add crushed pineapple and cook to 224 degrees. Turn off heat. Add corn syrup and tartaric or citric acid solution (using 1 oz. of acid to 1 oz. of water). Pour batch onto slab covered with greased Manila paper or paper-lined trays. Allow to set. Cut as desired for dusting with powdered sugar, sanding with granulated sugar or dipping in chocolate.

For a jelly and cream combination, pour a thin layer of jelly onto paper-lined trays. Allow to set. Then spread a layer of running cream over the jelly. Finish with another layer

of jelly. When set, cut into squares or oblongs. Sand with coarse sugar, crystallize or dip *plain* in chocolate.

Note: As a jelling agent, use Japanese gelatin (Agar-Agar), or any fruit pectin. If Jap jelly is used, soak  $\frac{1}{4}$  lb. in 1 gal. water over night. Then dissolve over slow fire, strain, and put into kettle in place of the  $1\frac{1}{2}$  gal. of water specified above.

#### Pineapple Jellies

(Formula No. 2)

|                         |                             |
|-------------------------|-----------------------------|
| Sugar .....             | 12 lbs.                     |
| Ground Gelatin .....    | $\frac{1}{4}$ lb.           |
| Crushed Pineapple..     | No. 10 can (8 lbs., 10 oz.) |
| Tartaric or Citric Acid |                             |

METHOD: Cook sugar and enough water to dissolve, to 254 degrees. Add crushed pineapple. Stir until batch begins to thicken on side of kettle. Add  $\frac{1}{4}$  lb. of dissolved gelatin (use good grade). Pour onto slab covered with greased Manila paper or paper-lined trays. Before it jells, dust a small amount of powdered acid over batch. Allow to set one whole day and night. Cut as desired—for dusting with powdered sugar, sanding with granulated sugar or dipping in chocolate.

For a jelly and cream combination, pour a thin layer of jelly onto paper-lined trays. Allow to set. Then spread a layer of running cream over the jelly. Finish with another layer of jelly. When set, cut into squares or oblongs. Sand with coarse sugar, crystallize or dip *plain* in chocolate.

#### Candied Pineapple

Manufacturers who want to try their own processing methods may be interested in the following formula for glaceeing pineapple:

#### Glacé Pineapple Slices

|             |                    |
|-------------|--------------------|
| Sugar ..... | 5 lbs.             |
| Water ..... | $\frac{1}{2}$ gal. |

#### Drained Candied Pineapple

METHOD: Cook sugar and water to at least 240 degrees (according to the fruit). Stir with paddle or rub against side of kettle until a cloudy effect is produced in one spot. Dip or draw *thoroughly drained* pineapple slices through the cloudy syrup. Place dipped slices on wire screen over night. They will then dry and be ready for use. The slices may be cut, and dipped in bon bon cream, colored pale yellow or as desired.

## Shipping Container Problems

By C. A. PLASKETT

In Charge of Container Investigation,  
Forest Products Laboratory  
U. S. Department of Agriculture

*T*is generally agreed that for a container to give maximum service it must deliver its contents to the consumer in a satisfactory manner at a minimum of total cost. It is false economy to use a stronger or more expensive container than is needed. In other words, it should not be expected that every unit in every package be delivered in perfect condition. The best container will always be so light that occasionally a small amount of damage will occur.

Experience has shown that less protection is required for merchandise shipped by motor truck and airplane than is required for rail shipment, whereas greater protection is required for ocean export shipments. Furthermore, less than carload shipments usually require greater protection than packages of a carload lot of a single commodity. If the packages, whether less than carload or carload, are carefully stowed and blocked securely in the car, less strength is required of the container than when the packages are permitted to tumble about or shift excessively when the car is suddenly stopped or started during the normal switching and making up of trains. A rail shipment that travels only a few hundred miles but passes through a number of congested transfer terminals often requires more secure packing than a similar shipment that travels a farther distance but passes through a fewer number of terminals.

The problem of proper container design has for many years received the serious attention of leaders, both in research and industry, and a vast amount of useful information has been accumulated. These tests have demonstrated that the nailing is the chief source of weakness in the construction of all types of wooden boxes and crates. The practicability of using low-grade lumber without cutting out many of the defects has also been demonstrated as well as the making of lighter and cheaper containers through the proper use of metal binding.

The Forest Products Laboratory has developed forms for data sheets that provide a definite system for recording a detailed description of the container and packing, together with a

(Turn to page 59)



# Hard Candy

## Part II

### Some Practical and Theoretical Tests

By OTTO H. WINDT  
Research Chemist

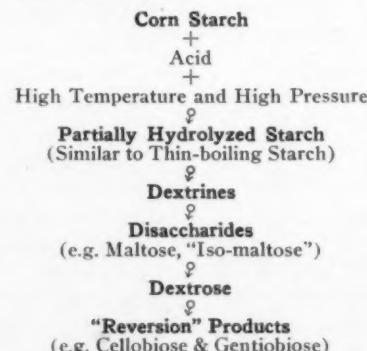
**F**N a previous article we discussed hard candy from the chemist's viewpoint, methods of cooking, the importance of the water used in its manufacture, sucrose, the effect of salts and other aspects of interest and importance to the manufacturer of hard candies. The next subject on our list of practical research problems on hard candy raw materials is the study of corn syrup.

Corn syrup, to the average manufacturing confectioner, is just an innocuous, very moderately priced ingredient that is very useful in the preparation of candies. Here again as in the case of refined sugars we were confronted with an extensive field of research dealing with corn syrup characteristics and their adaptability as hard candy constituents. We were immediately compelled to face the fact that there is a great difference in the quality of corn syrups from the standpoint of their suitability in hard candy manufacture. Within recent years three articles on corn syrup have been published in *The Manufacturing Confectioner*. All of these expositions will bear re-reading. In the August 1927 issue there appeared a staff article entitled *A Practical Survey of Competitive Corn Syrups*. In the August 1930 issue appeared an article by John M. Krno on *Corn Syrup Characteristics that Influence Hard Candy Quality*. The third article, also by J. M. Krno, was published in August 1931 and entitled *Corn Syrup's*

*Place in Candy*. In the main these expositions have been well written both from the theoretical and practical standpoints.

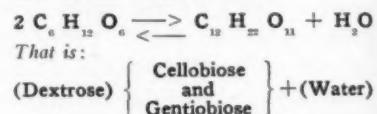
#### What Is Corn Syrup?

You may ask what is corn syrup? Chemically corn syrup is a solution (in part colloidal) of various carbohydrates obtained by the hydrolytic action of hydrochloric acid (muriatic acid) on corn starch at an elevated temperature and under an elevated pressure. The conditions of hydrolysis (such as temperature, time, pressure, and acidity) will depend on the product desired. Some of the stages in the hydrolytic (or water-splitting) action of acids on starch can be diagrammatically represented as follows:



Under proper conditions of pH, temperature, and time we also have synthesis of disaccharides such as cellobiose and gentiobiose, and probably traces of tri-saccharides. This change is the reverse of hydrolysis and can be represented by the fol-

lowing "chemical equation" in the case of the disaccharides:



These products are called "reversion" products and were the subject of experimental work reported by Henry Berlin in *The Journal of the American Chemical Society* (1926) vol. 48, p. 1107. It may be of interest to report that when these products were added to hard candies the hygroscopicity was increased.

#### Analysis of Corn Syrup

On subjecting ordinary corn syrup, or any hydrolytic starch product, to an exhaustive chemical analysis we can obtain a long list of figures on the percentages of moisture, reducing sugars (calculated as dextrose), dextrines, protein, sulphur dioxide, acidity, as well as the pH, inverting power, etc. Occasionally a supposedly detailed "analysis" is made of the group classification "reducing sugars" into dextrose, maltose, "iso-maltose," etc. At other times the dextrines percentage is subdivided into such classifications as acchro, erythro, and amyo dextrines.

All of the available analytical methods for the determination of the composition of corn syrup yield only approximate data. In July 1926 there appeared in the English publication *Journal of the Society of Chemical Industry* an article by D.

R. Nanji and R. G. L. Beazley of the British School of Malting and Brewing on the *Hydrolysis of Starch by Acids*. This article includes a good bibliography, in the form of footnotes, on the status of analytical methods as applied to the hydrolytic products of starch. In their report the authors give in detail the analytical methods employed in their experimental work. The methods can be briefly described as the application of *selective* fermentations through the use of various strains of yeasts that are selective in their sugar "appetites." The proper interpretation of the data obtained throws some light on the complex problem of the composition of "starch syrups." This work in common with some other on this problem was concerned with the hydrolysis of starch with various acids under *atmospheric* pressure. As early as 1912 A. P. Bryant employed fermentation methods in an attempt to analyze commercial corn syrup using brewers' yeast. Not until this year has any further notable work been reported along this line of approach. Two reports were presented at the St. Louis meeting of the American Chemical Society in May. The results of this experimental work have not been published as yet but it is to be hoped that publication will not be unduly delayed.

From the practical stand-point hard candy manufacturers need not be concerned at present with the exact composition of corn syrup. The most important factors we must consider are the "purity" (the percentage of reducing sugars, calculated as dextrose on a dry basis); the moisture content, the mineral (or ash) content both as to composition and amount, the sulphur dioxide content, the protein content, the acidity, pH value, color, and the inversion of sucrose produced in the standard candy test.

#### Why Use Corn Syrup?

The primary reason for the use of corn syrup in the production of quality hard candies is because of

## COMING NEXT MONTH!

**A**N authoritative article on "Commercial Lecithin—with Particular Reference to the Chocolate Industry", by R. Harold Morgan, M. Sc., A. I. C., of Stanmore, Middlesex, England, Technical Adviser and Consultant Chemist to English Chocolate and Confectionery manufacturers.

This informative discussion will be the first of a series of different technical articles by Mr. Morgan to appear in forthcoming issues of The MANUFACTURING CONFECTIONER.

Other features of merit also in store for you!

the effect of its constituents on sucrose crystallization. It is admirable for use in retarding or preventing the crystallization of sucrose. This repressant or retardant action is due not only to the dextrines present but is also due to the simple and compound sugars present, such as dextrose and maltose, which increase the *total solubility* of sugars in the hard candy mixture. One other factor that we must bear in mind is that the dextrines also impart the characteristic high viscosity to corn syrup. The relationship between viscosity and crystal growth in solutions of high viscosity is an important one. It is not a generally known fact that under certain conditions, which occur during hard candy production, an increase in viscosity *decreases* the tendency for sucrose to crystallize from super-saturated solutions.

It is readily apparent that the dextrines content, which varies inversely with the "purity," is of great importance in hard candy production. In our extensive experiments on the use of corn syrup we conducted experiments with syrups of both lower "purity" and higher "purity" than that of the ordinary commercial product which varies from 41 to 44 per cent reducing sugars content calculated as dextrose on a dry basis. The results obtained with low "purity" syrups (i.e. syrups containing a high dextrines content) indicated that a "dryer" or less hygroscopic product was produced. It has been stated that low "purity" syrups will produce cloudy and tough hard can-

dies. When used in the minimum quantities required for quality hard candy production no such result has been obtained. One fact that should be apparent is that due to the increased viscosity imparted by the higher dextrines percentage the time of cooking will be increased. This increase in cooking time will be negligible when corn syrup is being used for its retardant action on sucrose crystallization and not as a "filler."

Regarding the other factors of acidity, pH, and inverting power as measured by the candy test we could only reiterate some of the points mentioned previously during our discussion on the use of sucrose in hard candies. It can be pointed out that two syrups leaving the same total titratable acidity may have entirely different inverting powers; the same may hold true for syrups of identical pH values. The change of the pH of the syrup with change in temperature is also of importance.

It would probably be interesting at this point to construct a short table illustrating the relationship between pH and active or effective acidity:

| pH Value                  | Number of Times Hydrogen-ion Concentration of the Solution Exceeds that of Pure Water |
|---------------------------|---|
| 7 (Pure Water-Neutrality) | 0   |
| 6                         | 10  |
| 5 Increasing Acidity      | 100   |
| 4                         | 1000  |
| 3                         | 10000   |

One fact that we should note is that, other things being equal, the difference in the hydrogen-ion concentration or effective acidity corresponding to pH 7 and pH 6 is only 10; between pH 6 and pH 5 it is 90; and between pH 5 and pH 4 it is 900. The practical point we desire to bring out is that the hydrogen-ion concentration of a solution varies tremendously (by definition) with a small change in pH value. If the pH is between 5 and 6 a small difference is not of as great importance as it would be if the value is between 4 and 5. The question may arise in your mind why confectioners cannot be supplied with corn syrup having a pH value of 7 since this

represents neutrality. This is, however, impractical due to the difficulty of producing a colorless corn syrup that will not discolor readily when subjected to the high temperatures ordinarily encountered in confectionery manufacture.

#### pH and Inversion

We can insert a table representing the relation between the *inversion of sucrose* in hard candy making and *pH* using the same ingredients (sucrose, corn syrup, and water) in the same proportions under given cooking conditions. These data were tabulated by Otto A. Sjostrom in an article that appeared in the *Journal of Industrial and Engineering Chemistry* (Oct. 1922). It emphasizes the importance of maintaining the proper pH *other factors being equal*.

| pH  | Per Cent Invert Sugar in Hard Candy |
|-----|-------------------------------------|
| 3.7 | 13.0%                               |
| 4.0 | 9.3                                 |
| 4.2 | 8.1                                 |
| 4.4 | 6.9                                 |
| 4.6 | 6.0                                 |
| 4.8 | 5.2                                 |
| 5.0 | 4.5                                 |

We have found that commercial corn syrups possessing a pH of 5.5 are suitable for hard candy production providing that the inverting power and caramelizeation as measured by the candy test are at a practical minimum.

In order to complete our information regarding the suitability of a given corn syrup for use in hard candies we are compelled to resort to a carefully standardized empirical test for the determination of the inverting power. The hard candy manufacturer is vitally interested in low inverting power. Another factor he is interested in is minimum color production, or caramelizeation, during hard candy boiling operations.

#### The Candy Test

The "candy test" for corn syrups can be conducted by cooking corn syrup (of a known water content) with twice its weight of cane sugar and half its weight of distilled water in a copper casserole or small kettle to 320° F. After quickly removing a sample for an inversion test continue the cooking to 340° F. and pour on cold slab. The second hard candy plaque is used for color determination. The inversion of sucrose should be very low, not exceeding 3%.

This test should also be conducted as indicated above, merely replacing the distilled water with the water ordinarily used in the manufacturing processes.

#### The "Salt" Factor

We must bear in mind, however, that due to the presence of various salts the inverting action that a given syrup will exert on sucrose will be either accelerated or retarded. The main constituent of the mineral content (which is approximately 0.2% - 0.3%) in corn syrup is sodium chloride, or ordinary salt, formed as a result of the neutralization of the hydrochloric acid used as the hydrolytic agent. We have often expressed the opinion that a decrease in chloride content would be desirable in a syrup used for hard candy manufacture in that the destructive action of chlorides on sucrose would be proportionately decreased. This could be accomplished by modification of the conditions of hydrolysis of the corn starch, such as, decrease in acid percentage, with increase in either temperature or conversion time, etc.

The following simple experiment can be readily conducted by anyone sufficiently interested and will illustrate the importance of this "salt" factor not only in a specific case but in general.

Cook two small laboratory batches of hard candy using identical percentages of sugar, corn syrup, and water as well as identical cooking conditions. To the one, however, add a small percentage (0.05% or 0.1%) of ordinary salt. Cook both batches to the same temperature, say 320° F., and pour on cold slab. On examination of the two plaques of hard candies it will be readily apparent that excessive decomposition and resulting coloration has occurred in the sample containing salt. If carefully handled, small laboratory batches of sugar (sucrose) alone can be cooked one with and one without (0.05 or 0.1%) ordinary salt. The batches can be cooked to 350° F. without "graining" or crystallization occurring if the solutions are properly handled. The appearance of the resulting sheets of the super-cooled sucrose solutions will demonstrate the accelerating effect of salt on sucrose decomposition in highly concentrated solutions at high temperatures.

Low sucrose inversion together

with minimum caramelizeation are requisites for corn syrups suitable for hard candy manufacture.

#### Summary

A brief summary of some of our experimental results with reference to corn syrup characteristics in relation to hard candy manufacture is outlined below:

(1) The higher the corn syrup percentage in any given hard candy the greater the hygroscopicity of the product.

(2) The lower the "purity" of the syrup the greater the buffering action and hence the lower the percentage required to produce a definite retardation of sucrose crystallization both in process and subsequent to manufacture.

(3) The addition of commercial dextrose ("Cerelose") to corn syrup of ordinary purity (41 to 44) thus increasing the "purity," or the replacement of part of the corn syrup with dextrose resulted in the production of a more hygroscopic hard candy.

(4) The mineral content (0.2-0.3%) of corn syrup both as to amount and composition affects to a marked degree the inversion of sucrose under the conditions prevailing in hard candy manufacture.

(5) Control of pH is of importance although it is only one of the simple factors of the complex group of factors influencing the decomposition of sucrose. In this connection it is well to point out again that two corn syrups may have the same pH at 20° C. but when present in the boiling batch at a very much higher temperature the pH of each of the two may be entirely different.

(6) The replacement of all or a portion of the corn syrup of ordinary purity with dextrines obtained by selective alcoholic precipitation from corn syrup indicated that the hard candies obtained did not possess markedly greater weather-resisting properties to any *practical* extent over those containing an equivalent percentage of suitable low "purity" corn syrups (30 "purity").

(7) Regarding low "purity" corn syrups (30 "purity") is practical minimum under present operating conditions in the refineries) one can only state that there is a slight advantage to be gained by their use but we must emphasize again that this is only one of many factors influencing

the quality of hard candies. As stated previously, other factors being equal, a low "purity" syrup will prevent or retard crystallization of sucrose from amorphous hard candies to a slightly greater extent than syrups of high "purity."

(8) The replacement of corn syrup solids in a given hard candy by an equivalent amount of invert sugar proved, as was expected, that the hygroscopicity of the hard candy made with the latter was far greater than that made with the former.

(9) The buffering action against sucrose crystallization was greater when corn syrup was used than when the identical amount of invert sugar was used.

(10) The use of a suitable "buffer" salt in the sucrose—corn syrup solution in the proper amounts is also recommended whenever required.

(11) The candy test should be conducted for judging the suitability of a corn syrup for use in hard candies. The result will indicate the *total additive effect* of all factors contributing to sucrose decomposition.

#### Other Carbohydrate Materials

"Starch" syrups other than corn (starch) syrups were also experimented with in the hope of obtaining one more suited for hard candy production. In 1925, through the courtesy of Robert Whymper, then in Japan, we received generous samples of Japanese sweet potato and rice syrups. From Germany we imported samples of potato syrups. Our experimental results with these imported syrups led us to the conclusion that no advantage was to be found in their use over that obtained with ordinary high-grade domestic corn-syrups. In fact their use, in general, produced hard candies of inferior quality.

Besides experimenting with corn syrups of various "purities" we also attempted the synthesis of an ideal syrup suitable for hard candies. We used dextrose together with various percentages of both "wet" and "dry" process dextrines. An attempt was also made to use available commercial dextrines ("wet" or "dry" process) alone as well as dextrines precipitated by alcohol from commercial corn syrup. In using the commercial dextrines the necessary neutralization of the acid present

led to the introduction of the "salt" factor. The alcoholic precipitation was a laborious procedure and one whose adoption, if results of practical value were obtained, would entail alcohol or solvent recovery to avoid excessive cost. The results obtained from this set of dextrine experiments were interesting but of no immediate practical importance.

Numerous experiments were also conducted with products produced by the action of amylolytic (starch "splitting" or hydrolyzing) enzymes on various starches. Again the results were of no immediate practical significance.

Other sugars than sucrose and dextrose were also tried as ingredients in hard candies. These sugars included the monosaccharide levulose (or "fruit" sugar), the disaccharides maltose (malt sugar), lactose (milk sugar), a mixture of cellobiose and gentiobiose ("reversion" products formed by the action of acids on dextrose), and the trisaccharide raffinose (found in beet sugar molasses). As was expected the use of even small percentages of levulose, maltose, or raffinose yielded very hygroscopic products. The addition of small amounts of the mixture of cellobiose and gentiobiose also produced very hygroscopic or "thirsty" hard candies. Lactose, on the other hand, produced hard candies that were of decided interest. In the experimental work with pure milk sugar it was first used to replace part of the minimum corn syrup content required to prevent crystallization of sucrose. The results indicated that we had found an ingredient that would produce a hard candy of lower hygroscopicity and less tendency toward stickiness than any we had made. The tendency towards surface crystallization of these candies was, however, slightly increased.

In another set of experiments lactose was used to replace sucrose. Results of these experiments indicated a slight improvement in weather-resisting properties. The improvement in the quality of the lactose-sucrose-corn syrup hard candies is not great enough, however, to warrant the use of lactose at its present high cost.

One other interesting compound experimented with was mannitol, chemically a sugar-alcohol. This derivative of mannose did not possess

any advantages that would indicate its suitability as a hard candy ingredient.

Oils and fats in small quantities were also incorporated in hard candies. The use of lecithin as an aid in emulsifying the fats was also practiced in some of our experiments. Results were interesting but no marked improvement in the quality of the hard candies was noted.

We finally exhausted our angles of approach to the solution of the hard candy problem insofar as its composition was concerned. Failing to obtain the desired result, although attaining a practical "ideal" hard candy, and knowing that we could never attain a weather-resisting candy by the judicious choice of ingredients alone, we concentrated our efforts along other lines of attack.

#### Cooking Conditions

The first plan was to decrease the all-important cooking factors of time and temperature and thus reduce the decomposition of sucrose (both inversion and caramelization) to a practical minimum. The possibility of the formation of very hygroscopic anhydrides of dextrose, maltose, and sucrose under the high vacuum and high temperature cooking conditions was also considered. It is well known, moreover, that the caramelization products of sugars are very hygroscopic. Some of the ideas we developed were revolutionary in the art of hard candy cooking. Due to the high cost of the experimental equipment we had to forego experiments along the lines suggested by theoretical considerations of our problem.

Nevertheless, the simple and very obvious fact remains that hard candy must be water soluble in order to be edible. In its state of a super-cooled and highly super-saturated solution we can only obtain a product unaffected by atmospheric moisture if it is insoluble in water. In other words, we can only approach our ideal which like all ideals is unattainable.

#### The Coating of Hard Candies

The remaining angle of approach was the coating of the hard candies with thin films of various materials. Oils, fats, and edible waxes were experimented with. Spirit soluble gums such as benzoin and the copals

(Turn to page 52)

# Accident Injuries in Confectionery Plants

By R. R. HOWARD

National Safety Council

Written Especially for THE MANUFACTURING CONFECTIONER



RE disabling injuries increasing, or decreasing, in the confectionery industry? How do the accident injury rates of the confectionery industry compare with the rates of other related industries?

It is unfortunate that information is not available for *complete* answers to these questions, for the confectionery industry of the United States as a *whole*. Perhaps the most complete available information is contained in a report on "Accidental Injury Rates in the Food Industry for 1932," recently published by the National Safety Council. This report tabulates the 1932 experience of 283 unit establishments in the following nine different food industries groups: corn products, bakeries, confectionery, hotels and restaurants, cereal manufacturing, canning and preserving, milling, sugar refining, dairy products.

Twenty-two unit establishments, with an average of 4,886 employes who worked 8,903,000 man-hours during the year, reported in the confectionery group. A considerable percentage of these twenty-two establishments have been reporting to the National Safety Council for a number of years, so their accident experience possibly is more favorable than the average for entire industry. Our best information for a study of accident trends in the confectionery industry is afforded by a comparison of the accident rates of the group which reported in 1932 with like groups which reported in previous years.

## Trends in the Industry

For the year 1930 nineteen confectionery establishments with 13,319 employes who worked 6,279,000 man-hours, reported their accident experience. As disabling injuries these establishments reported one fatality, five permanent partial injuries, and 196 temporary injuries. This gave the group an accident *frequency* rate of 15.17 (the number of disabling injuries per 1,000,000 man-hours of work.) The total number of days lost from these injuries gave the group

an accident *severity* rate of .97 (the number of days lost per 1,000 man-hours of exposure). It is quite interesting to compare these 1930 accident injury rates with the rates for 1931 and 1932. For 1931 twenty establishments, with 5,625 employes who worked 12,239,000 man-hours, reported 162 disabling injuries with no fatalities. This gave the group an accident *frequency* rate of 13.24; and an accident *severity* rate of .29, which was less than one-third of the *severity* rates for the previous year, although the rate for the previous year was much effected by the one fatality which was reported.

In contrast with the 1930 and the 1931 experience, the twenty-two establishments in 1932 reported disabling injuries which increased the accident *frequency* rate to 13.82, which was slightly higher than the 1931 rate but which represented a considerable improvement over the 1930 rate. But the 1932 accident *severity* rate was more than twice as great as the rate for 1931, which means that there were more than twice as many days of lost time per injury, on the average, than for the previous year.

## Comparison With Other Industries

It is interesting also to compare the 1932 accident experience of the confectionery group with the other eight groups in the food industry. The total 283 units in all groups had an average accident *frequency* rate of 15.27, and an accident *severity* rate of 1.15. This rate is considerably above the accident *frequency* rate of 13.20, as the average for nearly 4,000 units in thirty-one different industries which reported for 1932 to the National Safety Council. But the average accident *severity* rate of 1.15 for the food industry is considerably less than the rate of 1.59 for the nearly 4,000 units for all industries.

Among the nine groups in the food industry, the standing of the confectionery group is quite favorable. The *frequency* rate of 13.82 for the confectionery group is exceeded only by the rate of 9.11 for the fifty units in the bakeries group;



Guarded shafts and belts and other safety devices on machines used in various operations in the chocolate and confectionary plants reduce the frequency and severity of injuries.

and by the rate of 7.58 for the nine units in the corn products group. The other groups with more accidents are: hotels and restaurants 14.68; cereal manufacturing 15.54; canning and preserving 18.11; milling 18.41; sugar refining 22.34; dairy products 22.42. In accident *severity* three different groups have more favorable rates—hotels and restaurants .35; canning and preserving .54; corn products .59. The following three groups have accident *severity* rates much higher—dairy products 1.93; sugar refining 1.96; milling 2.54.

#### *Confectionery Safety Records*

A study of the twenty-two different units which reported for 1932 in the confectionery group show a wide variety of accident experience. Eleven of these plants, with from 155 up to 1,000 employes are classified as large units; and the eleven plants classified as small units

have from 6 to 137 employes. Among the large units the plant which made the best safety record had 181 employes who had an accident *frequency* rate of 2.06 and a *severity* rate of .01; and it is interesting to note that this plant reduced the *frequency* of accidents to less than one-half since 1930 and the *severity* of accidents by one-half since 1930.

The plant with the second best safety record had 155 employes; and this plant reports the remarkable reduction of accident *frequency* rate from 15.93 in 1930 to 3.16 for 1932; and a reduction in accident *severity* rates from .56 in 1930 to .07 in 1932.

In sharp contrast with these records, another plant in this group with nearly 600 employes increased its accident *frequency* rate from 9.20 in 1930 to 11.67 in 1931 and 23.95 in 1932; although they reduced their accident *severity* rate by about two-thirds, from 4.37 in 1930 to 1.40

for 1932. Still another plant in this group had a 1932 accident *frequency* rate of 34.72, and a *severity* rate of 2.95.

In the group of 11 small units, five of these units—with respectively 80 employes, 40 employes, 29 employes, 25 employes, and 6 employes—reported absolutely perfect accident *frequency* and *severity* rates for 1932; though it is interesting to note that three of these plants for 1931 had accident *frequency* rates respectively of 15.05, 47.64, and 18.52; and these contrasted accident rates certainly prove that accidents can be controlled.

### Causes of Accidents

It is unfortunate that the tabulations of the National Safety Council do not include reports on the causes of the accidents. One of the best studies in this field that is available is the report on "Causes of Accidents in Manufacture of Confectionery, New York State, for the period July 1, 1924, to June 30, 1928. 1,713 injuries, which were awarded a total of \$334,320,000 in compensation, were reported. The injury causes, listed in order of totals are as follows:

|  |
|--|
| Handling heavy and bulky objects 266, compensation \$46,600.         |
| Handling sharp and rough objects 177, compensation \$14,255.         |
| Falls on level 172, compensation \$45,307.                           |
| Hot substances and flames 145, compensation \$13,826.                |
| Candy making machines 114, compensation \$24,622.                    |
| Falls from elevations 113, compensation \$49,182.                    |
| Machinery, Miscellaneous 103, compensation \$40,488.                 |
| Striking against objects 86, compensation \$8,830.                   |
| Hand tools 67, compensation \$11,061.                                |
| Handling objects with trucks, wheelbarrows 65, compensation \$5,906. |
| Miscellaneous 60, compensation \$5,095.                              |
| Cutting and chopping machines 44, compensation \$11,637.             |
| Packing and Wrapping Machines 44, compensation \$4,570.              |
| Falling objects from elevations 40, compensation \$4,552.            |
| Falling objects, miscellaneous 38, compensation \$1,782.             |
| Elevators 26, compensation \$10,013.                                 |
| Mixers and kettles 25, compensation \$14,675.                        |
| Automobiles 17, compensation \$5,055.                                |
| Block and tackle, capstans, winches, etc., 17, compensation \$2,206. |
| Power transmission apparatus 16, compensation \$9,286.               |
| Stepping on nails and other sharp objects 16, compensation \$603.    |
| Shaping and forming machines 15, compensation \$1,313.               |
| Belt and chain conveyors 11, compensation \$1,388.                   |
| Poisonous substances 9, compensation \$9,539.                        |
| Cleaning, sorting and preparing machines 6, compensation \$723.      |
| Falls into openings 6, compensation \$304.                           |
| Milling and grinding machines 3, compensation \$407.                 |
| Roasting and driving machines 3, compensation \$484.                 |
| Horse drawn vehicles 3, compensation \$174.                          |
| Overhead trolleys 2, compensation \$9.00.                            |
| Boiler and steam pressure explosions 2, compensation \$223.          |
| Corrosive substances 1, compensation \$8.00.                         |
| Electricity 1, compensation \$197.                                   |

### How Some Candy Plants Control Accident Injuries

What can a confectionery plant do, as a practical program, for the control of accident injuries?

An interesting answer to this question is afforded by information which has been supplied by J. B. Bisbee, manager of Smith Brothers, Inc., for their Michigan City, Ind., Plant No. 2, which plant achieved for 1932 perfect accident *frequency* and accident *severity* rates. This remarkable record is made more impressive through the fact that this plant reported *frequency* rates of 30.36 for 1930 and 15.05 for 1931; and accident *severity* rates of 1.44 for 1930 and .09 for 1931.

This plant is in the group of "small units" with an average of 40 employes who worked a total of 46,000 man-hours during 1932. Mr. Bisbee reports that the most frequent kind of plant accidents are cuts. Next in order are bruises, eye injuries of one kind or another, falls, burns from candy, and burns from hot pipes. During the entire year of 1932 they had five cuts, four bruises, 3 eye injuries, 1 fall, 1 candy burn, and 1 burn from a hot pipe, none of which injuries proved to be severe enough to be typified as disabling.

Mr. Bisbee reports that, "the method we use toward the control of these hazards is to try to eliminate the causes. The only reason we can give that results were better last year than in previous years is that the men and women are more careful. It is hard to describe the mechanical safety devices built into the plant, but everything is done to the best of our ability. We have a Safety Committee of three persons including one woman. They appoint their own chairman and inspector. We have a suggestion box into which safety suggestions are placed and \$1 is awarded to the person whose safety suggestion is passed by the Safety Committee and then approved by the Factory Committee. Safety inspections are made regularly by the inspector of the committee."

As to the investigation of accidents and fixing of responsibility. Mr. Bisbee reports that "after our most serious accident last year we had the cause of the accident remedied in two hours. Goggles and gloves are required to be worn when needed. We have no regular safety training of new employees, except the constant reminders by bulletins and warnings from their own foremen. We do not seem to have any accident-prone employees, but if we did, we should continually warn them. We maintain interest in safety through the use of safety bulletins and the safety suggestion box. We control accidents outside the plant through constant warning to the truck drivers and to those who may be working on the outside of the buildings or elsewhere."

(Turn to page 58)

# English Firm Inaugurates Show Train

## Three Railroad Coaches Equipped for Traveling Candy Display

THE traveling confectionery salesroom idea has been introduced on a glorified scale in the British Isles with the recent inauguration of three railroad coaches by Messrs. J. S. Fry & Sons, Ltd., the famous Cocoa and Chocolate manufacturers of Somerdale in Somerset, England. It is known as England's first Show Train of this kind.

The train is actually a traveling showroom for the purpose of showing the firm's latest lines to its trade customers. The inauguration ceremony was performed by Viscount Weymouth, M. P., on June 28th, and the luncheon which followed the ceremony was attended by important people in the railway world.

The train comprises three coaches—one a showroom, the second a cafe-lounge and sleeping quarters for the staff, and the third a power coach. The train does not have its own engine, but it goes from town to town attached to a passenger train. (Interior views of the coaches are reproduced in the accompanying photos.)

The showroom coach contains 12 display cases, enabling 200 lines to be exhibited.

The cafe-lounge is comfortably furnished with tables and chairs and the color scheme is mahogany and old gold. Two single beds and a dressing room fitted with wardrobe are in the salesmen's sleeping quarters and the train is fitted throughout with linoleum and carpets. The kitchen for the use of the salesmen is complete with gas and electric cookers, washing facilities, food cupboards, crockery racks and all kitchen utensils. Some 80 lamps are in use, of a total capacity of 3,000 watts.

The three coaches are painted royal blue with gold lettering, the length in all being about 164 feet.

The train in its original itinerary included visiting over 40 towns, in the course of which 2,000 miles would be traveled. Owing to the

(Turn to page 54)



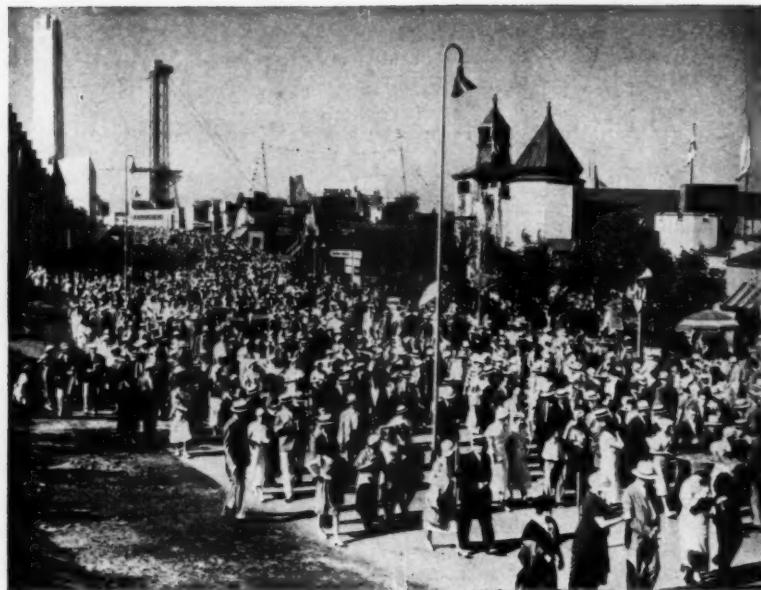
Above—Show room coach in 3-car train of Messrs. J. S. Fry & Sons, Ltd., English chocolate manufacturers.



Right—Cafe-lounge for entertaining their customers.



Sleeping quarters for the staff in British candy and chocolate traveling show and sales train.



# Candy at the World's Fair

• *Merchandising of Candy as it is being done at A Century of Progress Exposition as Revealed in Survey by THE MANUFACTURING CONFECTIONER*

By NEVIN I. GAGE

Some deductions were also made which have a bearing upon sales promotion and advertising by the merchant and manufacturer.

## *Merchandising Observations*

Good and bad merchandising are being done at this mammoth exposition, where throngs of humanity mill about the concessions daily. Correspondingly, most all degrees of success and failure are being experienced by those engaged in supplying the crowds with sweets. Still, it is not to be wondered at that the principles of wise merchandising of good merchandise should operate here at a great celebration in the same measure as in store and stand in the average town and city.

While an Algerian concessionnaire brought with him a native candy maker to make sweet-meats in the Oriental Village of the Century of Progress Exposition, and in a short time nearly lost his proverbial "shirt" when his candy man absconded with the proceeds of their non-too-profitable business, the products of one American Candy bar manufacturer were reported to have passed the 500,000 bar mark in World's Fair sales by the middle of August. Comparative figures of other manufacturers

*C*ANDY'S place at Chicago World's Fair—"A Century of Progress" Exposition, and the various ways it is being displayed and merchandised, is an interesting commentary upon sales promotion by many of the candy manufacturers and merchandising as it is being done at the great fair. With more than 18,000,000 people in attendance from opening day until October 5, questions may be asked, "How well is candy being merchandised? Where is it being sold? How much has been sold? and Has this educational exposition served the candy industry as an educational influence upon the consuming public to the extent that it has other industries?"

A survey of candy merchandising at the World's Fair was made by The MANUFACTURING CONFECTIONER to obtain answers to these questions. Upon visiting practically every candy stand and outlet where confectionery was sold, and inquiring of concessionnaires and manufacturers, interesting information was obtained.



A typical Century News Company stand, the like of which there are many on the World's Fair Grounds, showing the display rack used for the products of the Hershey, Bunte Brothers, and Williamson candy companies.

whose products have made gratifying sales on the grounds are unavailable, hence it is impossible to name those which might have exceeded or approached the above record.

On the whole, it may be said that to the extent that circumstances would permit, the confectionery manufacturers who attempted sales promotion at the exposition did a commendable job. These were few, however, as display space and exploitation privileges come high at the Progress show. Manufacturers who controlled the displays of their products did a merchandising job representative of the true selling skill of the industry. Unfortunately, though, most of the candy merchandising was in the hands of concessionnaires, and because of limited display space on the counters—which also were devoted to novelties and nick-nacks—candy was forced to sell itself. Little or no effort was put behind it by the stand attendants. The volume of bars sold under these conditions bespeaks all the more to the credit of the merchandise of the manufacturers represented.

Owing to the comparatively limited space given to candy throughout the fair, many people commented that candy was somewhat conspicuous by its absence. Their reaction was undoubtedly prompted by their desire to see candy given its rightful place of importance alongside other foods and commodities which were strikingly displayed in both private and group industrial exhibits on a grand scale.

The fair is by its nature a gigantic show where people from all over the world have come to be informed and entertained. Primarily it is not a merchandising institution. The show atmosphere predominates. Yet goods are on sale. But in many instances the selling personnel does not compare with the trained merchandisers of the first-class shop and store.

This is the key to the success and failure of those who are selling to these millions of visitors. The trained merchandisers are getting the business. Believe it or not, probably those who are most alive to their opportunity and are among the best merchandisers at the fair are the barkers for the side shows. They do not stand idly by and wait for patronage. They attract attention by various ingenious methods—they advertise in bold letters above their gates—they "sample" the crowds by displaying on mounted platforms the "beauties" who will dance inside the show—they engage you in a vigorous personal selling campaign, once they have your attention. They are setting the sales records at the fair.

Daudry as their wares may be, these men are skillful merchandisers. They are applying the sound principles of advertising, goods display, and salesmanship adapted to their kind of business. These are the same principles which apply to good candy merchandising. As indicated above, they are being applied in varying degrees in the many places where candy is sold throughout the exposition grounds. Some good candy merchandising and some bad.

### Where Candy Is Sold

Candy is available at the stands, eating places, cafes, grilles, drug stores, candy concessions in exhibit halls, and in some of the foreign concessions where native sweets are offered for sale.

Among the most outstanding instances are the Bunte Brothers, Williamson, Hershey and Reed products which were selected by the Century News Company for exclusive sale on their many stands throughout the grounds. Also outstanding and of credit to their sponsors are the displays and promotional activities of Fred W. Amend Company, Curtiss Candy Company, and the Robert A. Johnston Co. Reference to these will be made a few paragraphs later.

Sales of Bunte items are specialized upon their famous 5c Tango Bar and Chocolate Covered Peppermints. The Bunte company reports that their sales on these numbers have been far beyond their expectations, the Tango Bar establishing a remarkable record. According to Mr. Ferdinand Bunte, Vice-President of

Bunte Brothers, many letters have been received from fair visitors in remote sections asking for more of Bunte candies.

Williamson bars, including the well-known Oh' Henry and Amos 'n Andy, have made excellent sales, according to company reports. Besides selling through the Century News stands, the Williamson company promoted a sampling campaign for a month. Samples were distributed by girls in costume, and 20,000 samples of Oh' Henry bar were given out in one day at the entrance to the Sky Ride.

The Hershey Company, in order to combat the extreme hot weather, installed refrigerators from which their products were sold. This immediately increased the sales of their chocolate bars. The bars which were in stands exposed to the direct rays of the sun were dummy bars, while the candy stock was carried in the pre-cooled containers. Hershey Company reports that Mr. Goodbar and the 5c Hershey Bar are far ahead of summer sales in any comparable period.

According to the official figures published by the Century of Progress, the income from the stands of the Century News Company ranks third among all the exhibitions.

Reed Candy Company has featured its Butter Scotch Rolls and new Paloop Sucker with the safety handle. Sales are said to have been good for this period. The suckers, in particular, have made a big hit with the kiddies daily scrambling about the Enchanted Island.

The Fred W. Amend Chuckles exhibit in the Food Group of the Agriculture Building is one of the bright spots of the food section and not only reflects credit upon the Amend company but the candy industry as well. It is the only sizeable combination educational and sales display of candy on the grounds. Designed in a colorful modern manner, the booth occupies a corner of an island section. Brightly kept show cases on both sides, display Chuckle Jellie Beans of all colors and flavors, besides other famous Chuckles Jellie items, in bulk and packages. A revolving pan showing through the background of the exhibit gives the public an idea of one of the processes involved in making jelly beans. An illuminated chart with illustrations tells the various steps in their manufacture. Added to this educational feature is a moving picture machine constantly showing views of plant and sources of supply. Attendants are busy sampling the passing crowds and taking orders for cash sales and mail deliveries anywhere in the United States.

A neighbor not far distant in the Food Building is the sales exhibit stand of Julia

King's Candies, Chicago, where nuts are roasted hourly and homemade candies are on sale—some being made in small quantities.

Curtiss Candy Company has made the World's Fair visitors ever conscious of Baby Ruth candies. This nationally prominent firm has done the most extensive advertising promotion. Outside the gates are Baby Ruth candy stands, selling their products exclusively. Inside the grounds they may be found in certain concessions, such as in Hollywood and the Midget Village. The Baby Ruth Candy Shoppe in the Midget Village is the only complete candy store we found on the grounds. It occupied a building of its own, containing the full line of Curtiss 1c, 2 for 5c, and 5c bar and package candies, with a diminutive lady in attendance. Then there were the Winston Auto Racers for children elsewhere on the fair grounds. "Baby Ruth" was painted on the hood of each car. A swimming pool is named for Baby Ruth, and sampling of Baby Ruth candies is being done on a large scale, some of it through the Prairie Farmer exhibit and other places.

Robert Johnston Company, of Milwaukee, advertised their famous chocolate from a streamer tied to a Goodyear Blimp which cruised above the exposition grounds and over the city of Chicago. It mentioned Johnston's Chocolates at Old Heidelberg Inn at the Fair. Here is the only fancy package display of Chocolates we found at the exposition. A commendable display showed seventeen varieties of Johnston's chocolates.

Tom Huston Peanut Company, of Columbus, Georgia, maintains a display in the Georgia State Exhibit. It is of an educational nature showing items in the packaged candy and peanut line of Tom Huston. Illustrated photos tell the story of growing peanuts. A candy stand near by sells Tom Huston nuts, candies, and other products of Georgia.

Another salted nut firm with stands prominent in various concessions is Morrow's Nut House. We visited their very attractive booths in the German-American Exhibit and in the Spanish concession. Many assortments of nuts, freshly roasted, were well displayed amidst appropriate decorations. A man stood sampling the crowd with salted cashews. These stands were doing a good merchandising job.

A fudge stand operated by the Mackenzie Candy Company of Cleveland, Ohio, is located in the German-American Exhibit.

The Oriental Village also has its fudge stand where salt water taffies and such naturals of amusement parks, board walks, circuses, and

(Turn to page 56)

# The Code's Status

By GEORGE H. WILLIAMSON

• *BELOW is reprinted a challenging statement of the present situation of the Candy Industry's Code as revealed to N. C. A. members in a recent letter by President George H. Williamson.*

**T**HIS is my attempt to give you briefly our code status. A code was filed with the Agricultural Adjustment Administration (AAA) August 2nd, and an informal conference with the representatives of AAA was held August 3rd. At the conference these AAA men were very discouraging with respect to many of the most important rules in the proposed code. Up until the past week AAA has held no formal hearings on codes for manufacturers such as we are, and, I am advised, has had many codes filed for a number of weeks.

The labor provisions of our code, except as they equalize conditions of labor in all our plants, are of no benefit to you as an individual. Any benefit you will get from a code will be from the fair competitive practices provisions. If AAA has not determined its policies definitely (and at present will not permit many important rules to be included), it is perfectly clear that we would not get what we wanted if we were successful in having a formal hearing today.

We now realize that industry must bargain and battle for any benefits it gets from the Government. To bargain and battle successfully, we must have precedents to refer to—favorable code rules granted to other industries. Lacking these, we are advised to wait until some codes like the meat packers, and the general food industries codes, have had hearings. We are



convinced by both facts and advice that any code AAA would grant us now would be highly unsatisfactory, and fail to meet our needs.

The National Recovery Administration (NRA) is strongly pro-labor. Before our code can be even considered by AAA the labor provisions must be approved by NRA. Any labor provisions NRA will approve at present would tie you up hand and foot with a labor union. You could not escape complete or-

## Jacobs Attends Meetings

**OLIN M. JACOBS, Secretary of the National Confectioners' Association and Managing Director of its Industrial Recovery Division, has within the past month attended several code meetings of manufacturers, including Pittsburgh, Philadelphia, Boston, and a state organization meeting in New York.**

Mr. Jacobs reports that to date 173 new members have been added to the roster of the N. C. A. in its Industrial Recovery Division.

ganization of your factory, and domination by outside labor officials.

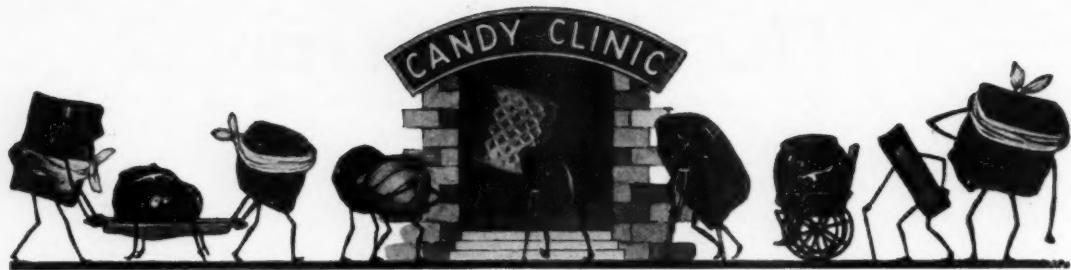
I have been advised that there is much dissatisfaction with this NRA attitude, and that there is some hope of modification at an early date. I have been strongly advised to delay submitting labor provisions of our code to NRA for this reason.

Your Industrial Board is not negligent, slow or careless. It is trying to get the best code possible for our industry. It will not rush in and submit to a code which is all one-sided in favor of labor.

I have in my possession copy of a proposed universal labor code drawn by a responsible Washington official of authority. Some of its provisions, and its whole trend, would shock you. It suggests consideration of the application of surplus for keeping prices low for the consumers' benefit, or, for the payment of higher wages. This amounts to the confiscation of your capital. It proposes that if 50 per cent of your employes are members of a union you shall hire new employes only from a list furnished by the union; that in every factory with 100 or more employes, two people shall spend all their time studying scientific cooperative management. You shall appoint one of these, and the employes shall elect one; the latter shall do no productive work and you shall pay him 10 per cent more than formerly. It proposes that if any union employe is discharged for lack of ability, a shop committee of employes shall have the right to decide whether he lacks ability. If he does not lack ability, in their judgment, you cannot discharge him. . . . There are many other similar drastic curbs on your present rights, and this is typical of present Washington attitude.

Labor is in power in Washington today. *Labor is organized. Industry is unorganized.* There is only one

(Turn to page 54)



*The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Each month a number of samples of representative candies are picked up at random. Each sample represents a bona-fide purchase in the retail market so that any one of these samples may be yours.*

*This series of frank criticisms on well-known, branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of the M. C.*

*Next month we will discuss Hard Candies, Cordial Cherries and Panned Goods.*

## Chewy Pieces and Salted Nuts

### Code 10a 33

#### Caramels—6 for 1c

(Purchased in a candy store, New York City)

Wax paper wrappers.

Color: Good.

Texture: Good.

Taste: Fair.

Remarks: A good eating caramel at the price.

### Code 10b 33

#### Caramels—2 for 1c

(Purchased in a candy store, New York City)

Color: Too dark

Texture: Too dark.

Taste: Good.

Remarks: Color of piece is not good; if softer it would eat better.

### Code 10c 33

#### Toffee—3 for 1c

(Purchased in a candy store, Brooklyn, N. Y.)

Inside wrappers of wax and foil, printed wrapper of wax.

Color: Good.

Texture: Too hard.

Taste: Fair.

Remarks: Piece is entirely too hard; flavor is not right.

### Code 10d 33

#### Molasses Gems—2 for 1c

(Purchased in a candy store, Brooklyn, N. Y.)

Square molasses taffy, printed wax wrapper.

Color: Good.

Texture: Good.

Taste: No molasses could be tasted.

Remarks: Would be a good piece if it had a good molasses taste.

### Code 10e 33

#### Tootsie Rolls—10 pieces—10c

(Purchased in a railroad terminal, New York City)

Appearance of Package: Good.

Box: Open face tray, Cellophane wrapper. Each piece wrapped in a printed wax paper.

Color: Good.

Texture: Good.

Taste: Good.

Remarks: This is a good 1c piece and neatly put up.

### Code 10f 33

#### Caramel Rolls—2 oz.—5c

(Purchased in a railroad terminal, New York City)

Printed red board tray, Cellophane wrapped. Pink and white caramel rolls.

Color: Pink; too deep.

Caramel: Chocolate.

Color: Good.

Texture: Good.

Taste: Bad.

Remarks: This is a cheap eating piece and had a burnt taste.

### Code 10g 33

#### English Toffee—1½ oz.—5c

(Purchased in an office building, New York City)

Packed in printed glassine bag. Pieces individually wrapped in foil, outside wrapper of printed wax.

Color: Good.

Texture: Good.

Taste: Good.

Remarks: This is good eating toffee, but a trifle high priced.

### Code 10h 33

#### Licorice Block—10 pieces—1c

(Purchased in a candy store, New York City)

Texture: Good.

Taste: Good.

Remarks: This is a novel and good looking 1c seller.

### Code 10i 33

#### Salted Jumbo Peanuts—(No weight)—5c

(Purchased in a railroad terminal, New York City)

Packed in printed glassine bag.

Roast: Good.

Taste: Fair.

Salt: Good.

Texture: Soft.

Remarks: This bag of peanuts is not up to standard; a poor eating salted peanut.

### Code 10j 33

**Salted Jumbo Peanuts—2 oz.—5c**  
(Purchased in a railroad terminal, New York City)

Printed Cellophane bag.

Roast: Good.

Salt: Good.

Texture: Good.

Taste: Good.

Remarks: This is a good salted jumbo peanut.

### Code 10k 33

**Salted Spanish Peanuts—No weight—5c**

(Purchased in a fruit store, New York City)

Printed glassine bag.

Roast: Good.

Salt: Good.

Texture: Soft and tough.

Taste: Not good.

Remarks: Peanuts are not up to standard and at 5c for this size bag are high priced.

### Code 10l 33

**Salted Spanish Peanuts—8 oz.—10c**

(Purchased in a drug store, New York City)

Roast: Good.

Texture: Good.

Salt: Good.

Taste: Had an off taste.

Remarks: Peanuts are not up to standard. Roasted in a cheap oil or an oil that was old and rancid.

### Code 10m 33

**Assorted Salted Nuts—1/2 lb.—29c**  
(Purchased in a nut shop, Chicago, Ill.)

**Appearance of Box:** Good. Printed in colors. A good looking nut box.

**Assortment:** Brazils, pecans, almonds, pistachio, cashews, filberts, black walnuts and pignolia.

Roast: Good.

Salt: Good.

Taste: Good.

Remarks: Nuts were small but had a good taste. Assortment was very good and black walnuts had a good taste. As a rule black walnuts do not remain sweet very long.

### Code 10n 33

**Toffee—(No weight) (about 4 oz.)—10c**

(Purchased in a drug store in Bloomington, Ill.)

Pieces wrapped in printed wax paper, packed in plain Cellophane bag and sealed with tape.

Color: Good.

Texture: Too soft for toffee.

Taste: Fair.

Remarks: Suggest a printed Cellophane bag be used or a boat, as package made a poor appearance and looked cheap.

### Code 10o 33

**Pan Caramels—1 1/2 oz.—5c**

(Purchased in a cigar store, Chicago, Ill.)

**Appearance of Bar:** Good. Plain Cellophane wrapper, printed blue seal.

Color: Good.

Texture: Too hard.

Taste: Good.

Remarks: Piece is a trifle too hard.

### Code 10p 33

**Salted Pecans, Cashews and Almonds—1/2 oz. each—5c each**  
(Purchased in a drug store, San Francisco, Calif.)

**Almonds—**

Roast: Good.

Salt: Good.

Taste: Good.

**Pecans—**

Color: Good.

Salt: Good.

Taste: Good.

**Cashews—**

Roast: Too light.

Salt: Good.

Taste: Fair.

Remarks: Cashew nuts would have been good if roasted higher.

### Code 10q 33

**Assorted Salted Nuts—1/2 lb.—40c**  
(Purchased in a railroad depot, Boston, Mass.)

**Appearance of Package:** Good. Cellophane bag, gold seal.

**Assortment:** Pecans, cashews, almonds, filberts and Brazils.

Roast: Good.

Salt: Good.

Taste: Good.

Remarks: This is a good package of salted nuts.

### Code 10r 33

**Salted Dixie Peanuts—8 oz.—10c**  
(Purchased in a drug store, Boston, Mass.)



**Appearance of Package:** Good. Printed Cellophane bag.  
**Roast:** Good.  
**Salt:** Good.  
**Taste:** Good.  
**Remarks:** This is a good 10c bag of salted peanuts.

### Code 10s 33

**Assorted Salted Nuts—1 lb.—65c**  
(Purchased in a nut store, Boston, Mass.)

**Appearance of Nuts:** Good.  
**Assortment:** Peanuts, almonds, cashews, pecans, filberts and Brazils.  
**Roast:** Good.  
**Size of Nuts:** Good.  
**Salt:** Good.  
**Taste:** Very good.

**Remarks:** These nuts are one of the best examined by the Clinic this year.

### Code 10t 33

**Assorted Salted Nuts—1 1/4 oz.—10c**  
(Purchased in a railroad depot, Boston, Mass.)

**Appearance of Package:** Good. Cellophane bag, paper clip on top.  
**Assortment:** Pecans, almonds, cashews, filberts and walnuts.  
**Size of Nuts:** Good.  
**Roast:** Good.  
**Salt:** Good.  
**Taste:** Good.

**Remarks:** Very good salted nuts but a trifle high priced at 1 1/4 ozs. for 10c.

### Code 10u 33

**Salted Jumbo Peanuts—1 lb.—39c**  
(Purchased in a grocery store, Boston, Mass.)

**Appearance of Package:** Good. Glass jar, red cap, red and gold printed seal.  
**Roast:** Too light.  
**Salt:** Good.  
**Taste:** Fair.

**Remarks:** These peanuts would taste far better if roasted higher.

### Code 10v 33

**Chocolate Peanut Caramel Bar—2 1/4 oz.—5c**  
(Purchased in a cigar store, Boston, Mass.)

**Appearance of Bar:** Good. Glassine wrapper with printed Cellophane window.  
**Light Coating:** Cheap tasting.  
**Center—**  
**Texture:** Good.  
**Taste:** Fair.

**Remarks:** This bar is not good tasting, the coating had an off taste as did the center.

**DUE to limited space, it is possible to include only a cross section of the goods available under the different types and classifications of candies brought to the Candy Clinic each month for examination. Partiality and discrimination play absolutely no part in our selections. Lesser known merchandise is sometimes given preference over merchandise that has already established itself favorably in the eyes of the consumer, and to that extent only can we be considered discriminatory.**

**Bearing this fact in mind it is evident that the market holds many excellent confections which never reach the Candy Clinic for examination. Such being the case, any opinion we might express in these columns as to the superiority or inferiority of any item analyzed, is in no sense a fair basis for comparison with any of the many other confections of the same type which do not happen to be among the items examined at that particular time.** —Editor.

### Code 10w 33

**Caramel and Taffy—1 3/4 oz.—5c**  
(Purchased in a railroad depot, Boston, Mass.)

**Appearance of Package:** Good; 7 pieces in a Cellophane wrapper, red and gold seal, each piece wrapped in Cellophane.  
**Texture:** Good.  
**Taste:** Good.

**Remarks:** This is a good eating piece.

### Code 10x 33

**Walnut Taffy—3 oz.—5c**  
(Purchased in a railroad depot, Boston, Mass.)

**Appearance of Package:** Good; 15 pieces, wax wrappers, in a printed boat, Cellophane wrapped.  
**Color:** Good.  
**Texture:** Good.  
**Taste:** Piece tasted a trifle off, maybe from age.

**Remarks:** This is not up to standard.

### Code 10y 33

**Coffee Chews—No weight—5c**  
(Purchased in a drug store, San Francisco, Calif.)

**Appearance of Package:** Good. Cellophane bag used, pieces wrapped in foil.  
**Color:** Good.  
**Texture:** Good.  
**Taste:** Good.

**Remarks:** This is a good eating coffee chew.

### Code 10z 33

**Assorted Salted Nuts—No weight—about 3 oz.—10c**  
(Purchased in a nut shop, San Francisco, Calif.)

**Appearance of Package:** Cheap looking. Glassine bag, printed with a rubber stamp.

**Assortment:** Pecans, almonds, filberts, cashews, Brazils and peanuts. The nuts were small and considerable pieces.

**Roast:** Too light.

**Salt:** Hardly any.

**Taste:** Nuts were tough and soft and did not eat good.

**Remarks:** This is the poorest assortment of salted nuts that the Clinic has examined this year.

### Code 10aa 33

**Molasses Candy—2 1/4 oz.—5c**  
(Purchased in a cigar store, Boston, Mass.)

**Appearance of Bar:** Good. Printed wax paper wrapper.

**Color:** Good.

**Texture:** Good.

**Taste:** Fair.

**Remarks:** This is a good eating bar but lacked molasses flavor.

### Code 10bb 33

**Molasses Peppermint Kisses—5 oz.—10c**  
(Purchased in a drug store, San Francisco, Calif.)

**Appearance of Package:** Good. Cellophane bag with clip on top.

**Color:** Good.

**Texture:** Good.

**Taste:** Good.

**Remarks:** These are very good molasses peppermint kisses but a trifle high priced.

### Code 10cc 33

**N.I.R.A. Assorted Chocolates—1 lb.—39c**  
(Purchased at a department store, Chicago, Ill.)

**Appearance of Package:** Good for this priced goods.

**Box:** Printed in red, white and blue, Cellophane wrapper.

**Appearance of Box on Opening:** Good. One foiled piece on top layer; 25 pieces.

**Coating:** Dark.

**Color:** Good.

**Strings:** Good.

**Taste:** Burnt.

**Centers—**

**Chocolate Cream:** Fair.

**Raspberry Cream:** Good.

**Pineapple Cream:** Good.

**Butterscotch:** Good.

Vanilla Caramel: Fair.  
 Almond Top Vanilla Cream: Good.  
 Peanut Taffy: Good.  
 Orange Cream: Good.  
 Peanut Nougat: Bad taste.  
 Jap Fig Paste: Fair.  
 Peppermint Cream: Good.  
 Coconut Taffy: Fair.  
 Brazil: Good.  
 Chocolate Caramel: Fair.  
 Coconut Cream: Good.  
 Peanut Cluster: Good.  
 Vanilla Caramel: Fair.  
 Jumbo Peppermint: Good.

**Remarks:** This box of chocolates is not up to the standard of this price. Coating had a bad taste, as did some of the centers. Candy needs considerable checking up.

### Code 10dd 33

#### Sour Krout Taffy—1 lb.—20c

(Purchased in a chain store, Chicago, Ill.)

This taffy is sold in bulk. Each piece has a printed wax wrapper.

Color: Good.

Texture: Good.

Taste: Good.

**Remarks:** This is a good eating coconut piece.

### Code 10ee 33

#### Salt Water Taffy—1 lb.—19c

(Purchased at a department store, Chicago, Ill.)

Pieces sold in bulk; each piece has printed wax wrapper.

Colors: Good, excepting orange which was too deep in color.

Flavors: Good, except orange and grape which were rancid tasting.

Texture: Good.

**Remarks:** The flavors need checking up. Candy stuck to the wrappers.

### Code 10ff 33

#### Black Walnut Pillows—5 oz.—10c

(Purchased in a Woolworth store, Chicago, Ill.)

**Appearance of Piece:** Good; each piece wrapped in a printed wax wrapper.

Caramel—

Color: Good.

Texture: Good.

Taste: Good.

Black Walnuts: Good.

**Remarks:** This is a very good-eating piece.

### Code 10gg 33

#### Rum and Butter Taffy—1 lb.—59c

(Purchased at a department store, Chicago, Ill.)

Taffy sold in bulk. Each piece had an inside wrapper of foil, outside wrapper of printed wax paper.

Color: Good.

Texture: Grained.

Taste: Good.

**Remarks:** Taffy had a good flavor but was completely grained. The manufacturing of this piece needs checking up as this type of candy does not eat well if grained.

### Code 10hh 33

#### Taffy—2 oz.—5c

(Purchased at a drug store, Springfield, Ill.)

**Appearance of Package:** Good. Taffy is cut in squares, put on a piece of wax board, folded and wrapped in printed foil. Makes an attractive and large looking package.

Color: Good.

Texture: Good.

Taste: Good.

**Remarks:** The packing of this taffy is neat and something different for a 5c package.

### Code 10ii 33

#### Toasted Peanuts—2½ oz.—5c

(Purchased in a drug store, Bloomington, Ill.)

**Appearance of Package:** Good. Linen finished wax bag, red and blue seal.

Roast: Fair.

Salt: Not enough.

Taste: Fair.

**Remarks:** Peanuts are not roasted enough and hardly any salt could be tasted.

### Code 10jj 33

#### Butter Torts—1 lb.—20c

(Purchased in a chain store, Chicago, Ill.)

Sold in bulk. Printed wax wrappers, foil inside.

Color: Good.

Texture: Good.

Taste: Good.

**Remarks:** This is a good butter taffy and cheaply priced.

### Code 10kk 33

#### New Bar—2½ oz.—5c

(Purchased at a cigar stand, Chicago, Ill.)

**Appearance of Bar:** Good. Printed glassine wrapper.

Size: Good.

Coating: Light; fair.

Center: Light chocolate nougat.

Color: Good.

Texture: Good.

Taste: Good.

**Remarks:** A good bar of this type.

**MERCK RESEARCH LABORATORY BOOKLET**—This handsome booklet contains in addition to many fine laboratory photographs the complete address given by Sir Henry Dale delivered on the occasion of this laboratory's formal opening. Copies of this booklet and of "A Chemical Almanack" can be obtained by readers of this publication by writing the Merck Research Laboratory at Rahway, N. J.



**STANDARD PRACTICE FOR FUMIGATING WITH HYDRO-CYANIC ACID (HCN) GAS GENERATED FROM CYANEGL**—This comprehensive 23-page manual recently issued, was prepared by the technical staff of the R. & H. Chemicals Department of E. I. du Pont de Nemours & Company, Wilmington, Delaware.

It discusses atmospheric fumigation vaults and the control of insects infesting raw and manufactured products. The subject matter follows a logical arrangement under such headings as Cyanegg fumigation, atmospheric fumigation chambers, materials for Cyanegg fumigation, operation of the fumigation chamber, fumigation procedure, exposure period, ventilation, storage of goods after fumigation, fumigation precautions and gas masks.

The second section of the manual treats of common insects infesting stored products and lists them according to the products they infest.

Copies of this manual may be had by writing the Du Pont Company.

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**BASIC FORMULAS FOR TEN TYPES OF CAST CREAMS**—These formulas were given by James A. King of the Nulomoline Company at the forum session of the National Confectioners Assn. convention held in Chicago, June of this year.

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**A BOOKLET ON BESTOLIFE**—This booklet describes the new lubricant developed in which metallic lead is the protective element. They say that the principal application of the product in the confectionery field is for use as a gear lubricant, also for pump packing and pipe joints.

\* \* \*

**AN AID FOR ANALYZING MARKETS IN SOUTH CENTRAL ATLANTIC MARKETS**—A new guide to the relative purchasing power of different areas in one of the important market regions of the United States. Issued by the Department of Commerce, Washington, D. C.

**WHAT ABOUT CHOCOLATE COATINGS?**—A very attractive 12-page booklet issued recently by the American Lecithin Corporation of 11 West 42nd street, New York City. In it are contained the answers to many of the problems related to chocolate coatings; also explains the principal advantages of Lexin. In addition it enumerates certain points to be considered when buying chocolate coatings. This booklet and two other pamphlets—one entitled "Solidification Curves of Chocolate and What They Can Mean for Chocolate and Candy Manufacturers," the other containing new formulas and additional information with respect to vegetable lecithin—are available free of charge to those writing the concern at the above address.

# Eric Lehman Chats on Salted Nuts and Chewy Candies

**S**ALTED nuts have not as yet made a "come-back" on the general retail stands. A few years ago, it will be recalled, large quantities of salted nuts were on sale in all sizes of bags, boxes and other containers, in all kinds of retail stores, but at the present time salted nuts are not moving in appreciable amounts. Nor is the 10 cent salted nut bag on display as prominently as a year ago. Some may be found on counter-tops here and there but they are not setting any records for volume of sales.

Drug stores handle salted peanuts in packages but very few carry assorted salted nuts in half-pound or one-pound boxes. The main outlets for the salted nuts of today are the larger confectionery stores, the department stores, and the salted nut stores which are found in the larger cities.

Chains of salted nut stores have been established in a number of important cities and some of these stores are proving the exception to the rule by doing a good business in freshly roasted nuts, prepared within view of the public, and specializing on minimum prices which other stores have some difficulty in meeting. A point in their favor is that by selling freshly salted nuts they establish a standard of quality which makes healthy competition for other stores to equal in serving the public. Too much unsavory merchandise in the nut line as well as in confectionery has been sold to the consumers.

Undoubtedly, the chief cause of the drop in salted nut sales is due to prices. A good assortment of salted nuts packed in a tin box would have to sell for at least \$1.00 the pound, and if handled by a jobber it would have to bring from \$1.15 to \$1.25 per pound. Salted nuts in cellulose bags of one-half and one-pound packages would sell at a trifle cheap-

er, but after being on display for a short time salted nuts in cellulose often do not make a very good appearance. At least they do not look fresh.

We find that salted peanuts have also been slow sellers, both in 5-cent bags and larger units. A large buyer of salted peanuts in 5-cent bags said that the reason for the slow sales is the competition of the large 5-cent candy bars; also that most of the salted peanuts are not roasted high enough. A low roasted peanut may "go over" in the South but in the North they say that low roasted peanuts taste like raw potatoes. As soon as the public starts to buy high-priced candy again the salted nut business will 'come back,' as nuts of all kinds are always popular.

In the chewy candies, we find plain butter and rum-and-butter the most popular. Many of these toffees have a bad taste owing to the butter flavor used. A butter flavor has to be handled very carefully. If too much is used the toffee has a bad taste. Again, some butter flavors do not last long.

Salt water taffy was a big seller some years ago, but very little is to be seen except at the beaches. One reason that the salt water taffy has not "held its own" is mostly due to the flavors and tough hard taffy. If made right and good flavors are used this is a good summer candy and can be sold at popular prices.

Caramels, as we have often maintained, have been one of the most abused candies, both in price and quality. Caramels in small 5-cent packages were large 5-cent sellers, but the consumer has received such inferior caramels so many times that it is hard to sell him any kind of caramels.

With the return of better prices, we can look for better quality in most kinds of candy.

## Fourth Packaging, Packing and Shipping Exposition of American Management Association to Be at Hotel Astor, New York, March 13-16, 1934

THE fourth annual packaging exposition will open in the Hotel Astor, Broadway and 44th street, New York City, March 13, 1934, with a four-day display of the latest advances in the technique and economics of modern packaging, packing and shipping, under the auspices of the American Management Association, according to an announcement by Irwin D. Wolf, secretary of Kaufmann Department Stores, Inc., Pittsburgh, and chairman of the packaging exposition council of the association.

The exposition, as in previous years, will be concurrent with a succession of daily conferences and clinics, dealing with consumer marketing, packaging, packing and shipping. Preliminary exposition arrangements have already been completed and there are advance indications of widespread interest, Mr. Wolf stated.

Mr. Wolf, who was chairman of the 1931, 1932 and 1933 packaging shows, said:

"This year's exposition is to be a national consumer marketing show. This means that the American Management Association has extended the scope of the exposition set for next March to include everything that, with dignity, pertains to consumer marketing as a broad field.

"The seriousness with which packaging, packing and shipping are being studied, both from the standpoints of cost reduction and of efficiency in increasing the sale of products, was evidenced last March at the show in the Hotel Pennsylvania in New York City. The expositions of 1932 and 1933 were broadened materially to include both the inside and outside packages. From the number of exhibits on packing and shipping at those two shows it is apparent that much interest now exists in those fields also.

"The Packaging Exposition, embracing as it did, almost every industry, clearly established itself last year as a permanent and necessary feature of inter-industrial and inter-functional education and co-operation. Any manufacturer who had the opportunity to visit the numerous exhibits came away with a reinforced conviction that better packaging is the solution to many of the perplexing sales problems confronting him today.

"Particularly, all of the major phases and problems of modern packaging, packing and shipping technique will be examined and discussed at the conferences and clinics," Mr. Wolf stated. "Packaging and packaging methods, packing and shipping devices and practices used by companies throughout the United States will be studied carefully by experts in the respective fields.

The packaging exposition council, which will direct the work of the conferences and clinics as well as weigh the policies of the exposition, was newly formed last year. The council officers in addition to Mr. Wolf include W. J. Donald, as vice chairman, and John G. Goetz, managing director of the A. M. A. Mr. Donald, who has

(Continued on page 50.)

| 1933 OCTOBER 1933 |     |     |     |     |     |     |
|-------------------|-----|-----|-----|-----|-----|-----|
| Sun               | Mon | Tue | Wed | Thu | Fri | Sat |
| 1                 | 2   | 3   | 4   | 5   | 6   | 7   |
| 8                 | 9   | 10  | 11  | 12  | 13  | 14  |
| 15                | 16  | 17  | 18  | 19  | 20  | 21  |
| 22                | 23  | 24  | 25  | 26  | 27  | 28  |
| 29                | 30  | 31  |     |     |     |     |

| 1933 NOVEMBER 1933 |     |     |     |     |     |     |
|--------------------|-----|-----|-----|-----|-----|-----|
| Sun                | Mon | Tue | Wed | Thu | Fri | Sat |
| 5                  | 6   | 7   | 8   | 9   | 10  | 11  |
| 12                 | 13  | 14  | 15  | 16  | 17  | 18  |
| 19                 | 20  | 21  | 22  | 23  | 24  | 25  |
| 26                 | 27  | 28  | 29  | 30  |     |     |

# The CANDY MAN'S CALENDAR

## October

10th Month  
31 days { 5 Sundays  
4 Saturdays

| Day of Month | Day of Week | EVENTS  |
|--------------|-------------|---|
| 1            | S           | .....   |
| 2            | M           | 22nd Annual Safety Congress, Stevens Hotel, Oct. 2nd-6th.—Monthly meeting The Candy Production Club of Chicago, Chicago.  |
| 3            | Tu          | .....   |
| 4            | W           | Weekly meeting Colorado Confectioners' Assn. (each Wednesday). Oxford Hotel, Denver.—Monthly meeting Retail Confectioners' Assn. of Philadelphia, Elks Hotel, Philadelphia, Pa.     |
| 5            | Th          | Monthly meeting Cincinnati Candy Jobbers' Assn., Grand Hotel, Cincinnati, Ohio.—Monthly meeting Westchester Candy Jobbers' Assn., Yonkers, N. Y.                                    |
| 6            | Fr          | Weekly meeting Utah Manufacturers' Assn. (each Friday). Salt Lake City Chamber of Commerce, Salt Lake City, Utah.—Monthly meeting Falls Cities Confectioners' Club, Louisville, Ky. |
| 7            | Sa          | Prepare for Hallowe'en.   |
| 8            | S           | .....   |
| 9            | M           | Annual meeting American Bottlers of Carbonated Beverages, Jefferson County Armory, Louisville, Ky.—Annual meeting American Bakers' Assn., Hotel Sherman, Chicago.                   |
| 10           | Tu          | Monthly meeting Confectioners' Buying Assn., Inc., 17 E. Austin Ave., Chicago.—Monthly meeting Chicago Candy Club, Hotel Sherman, Chicago.  |
| 11           | W           | .....   |
| 12           | Th          | .....   |
| 13           | Fr          | Monthly meeting the Board of Governors of New York Candy Club, Inc., Hotel McAlpin, New York City.  |
| 14           | Sa          | .....   |
| 15           | S           | .....   |
| 16           | M           | .....   |
| 17           | Tu          | .....   |
| 18           | W           | Monthly meeting Confectionery Salesmens' Club of Philadelphia, Inc., Progress Club, Philadelphia.   |
| 19           | Th          | .....   |
| 20           | Fr          | Monthly meeting Utah-Idaho Zone Western Confectioners' Assn., Salt Lake City, Utah.—Regular monthly meeting New York Candy Club, Inc., Hotel McAlpin, New York City.                |
| 21           | Sa          | .....   |
| 22           | S           | .....   |
| 23           | M           | .....   |
| 24           | Tu          | Monthly meeting Candy Executive's and Asstd. Industries Club, St. George Hotel, Brooklyn, N. Y.   |
| 25           | W           | Monthly meeting Candy Square Club of N. Y. City, Inc., Hotel McAlpin, New York City.  |
| 26           | Th          | Monthly meeting Assn. of Mfg. of Confectionery and Chocolate of State of New York, Pennsylvania Hotel, New York City.   |
| 27           | Fr          | .....   |
| 28           | Sa          | Monthly meeting the Pittsburgh Candy Club, Pittsburgh, Pa.  |
| 29           | S           | .....   |
| 30           | M           | Another month and it will be Thanksgiving.  |
|              | Tu          | Hallowe'en.   |

## November

11th Month  
30 days { 4 Sundays  
4 Saturdays

| Day of Month | Day of Week | EVENTS  |
|--------------|-------------|---|
| 1            | W           | Weekly meeting Colorado Confectioners' Assn. (each Wednesday). Oxford Hotel, Denver.—Monthly meeting Retail Confectioners' Assn. of Philadelphia, Elks Hotel.                                   |
| 2            | Th          | Monthly meeting Cincinnati Candy Jobbers' Assn., Grand Hotel, Cincinnati.—Monthly meeting Westchester Candy Jobbers' Assn., Yonkers, New York.  |
| 3            | Fr          | Weekly meeting Utah Manufacturers' Assn. (each Friday). Salt Lake City Chamber of Commerce, Salt Lake City, Utah.—Monthly meeting Falls Cities Confectioners' Club, Louisville, Ky.             |
| 4            | Sa          | .....   |
| 5            | S           | .....   |
| 6            | M           | Monthly meeting The Candy Production Club of Chicago, Chicago.  |
| 7            | Tu          | .....   |
| 8            | W           | .....   |
| 9            | Th          | Monthly meeting Board of Governors of New York Candy Club, Inc., Hotel McAlpin, New York City.  |
| 10           | Fr          | .....   |
| 11           | Sa          | Armistice Day.  |
| 12           | S           | .....   |
| 13           | M           | .....   |
| 14           | Tu          | Monthly meeting Confectioners' Buying Assn., Inc., 17 E. Austin Ave., Chicago.—Monthly meeting Chicago Candy Club, Hotel Sherman, Chicago.  |
| 15           | W           | .....   |
| 16           | Th          | Monthly meeting Utah-Idaho Zone Western Confectioners' Assn., Salt Lake City, Utah.—Regular monthly meeting New York Candy Club, Inc., Hotel McAlpin, New York City.                            |
| 17           | Fr          | .....   |
| 18           | Sa          | .....   |
| 19           | S           | .....   |
| 20           | M           | .....   |
| 21           | Tu          | Monthly meeting Candy Executives' & Asst. Industries' Club, St. George Hotel, Brooklyn, N. Y.—Monthly meeting Confectionery Salesmen's Club of Philadelphia, Inc., Progress Club, Philadelphia. |
| 22           | W           | .....   |
| 23           | Th          | .....   |
| 24           | Fr          | One month to Christmas. Holiday boxes and novelties all ready to go on display?   |
| 25           | Sa          | Monthly meeting The Pittsburgh Candy Club, Pittsburgh, Pa.  |
| 26           | S           | .....   |
| 27           | M           | .....   |
| 28           | Tu          | Monthly meeting Candy Square Club of New York City, Inc., Hotel McAlpin, New York City.   |
| 29           | W           | Easter and St. Valentine novelties and boxes should be well advanced by now.  |
| 30           | Th          | Monthly meeting Assoc. of Mfg. of Confectionery & Chocolate of State of N. Y., Pennsylvania Hotel, New York City.   |

## Western Manufacturers Urge

# Production Control of All Candy Plants

WESTERN confectioners want included in the national code of the candy industry the *regulation of candy production*, through the *control of the number of hours of machine and plant hours of operation*, and the *curtailment of more than one shift* of factory operations in all candy plants of the United States.

A petition requesting signatures of their members was circulated last month among western manufacturers by the Western Confectioners' Association, issued from the offices of President O. J. Freeman and Secretary C. G. Thorsen of Portland, Oregon.

Members of the association have been asked to authorize their representatives to present the petition at the public hearing of the National Confectioners' Association Code in Washington, and to present such other information as may be required to show cause as to why they believe production control is vital to the entire candy industry.

The Western petition is accompanied by figures to show that as factory operations exceed a certain number of hours of operation, the cost decreases when no other factor than factory overheads are considered, and that gross profits almost double between the 8 and 24-hour shift.

"This," the Westerners declare, "permits the firm that operates on more than one shift the opportunity to offer greater value or lower price for the product manufactured, or give or offer deals and other forms of free goods or discounts which cannot be met by the manufacturers operating on the 8-hour or less day with one shift.

"Production control must be placed on all factories, as it has been the eternal search after more volume that has lowered the price at which candy has been sold, and this search for volume has forced prices down to a point where it is at the present time."

Besides attempting to overcome

the price advantage obtained by plants operating on more than one shift, the Western organization aims to prevent monopolies and the elimination or oppression of small manufacturers. The section on Codes of Fair Competition of the Industrial Recovery Act is quoted to support their contention that the candy industry code should not give monopolistic advantages nor discriminate against the small firm.

The petition of the Western Confectioners' Association to the officials of the National Recovery Administration requests that the code of the National Confectioners' Association provide for production control for the regulation of the candy industry of the United States on the following basis:

**"No candy or confectionery manufacturing plant shall be operated for a greater period than forty (40) hours in any one week, except during seasonal periods of the year which shall not exceed a total of more than twelve (12) weeks in any one year, and that no manufacturing plant may be operated to exceed forty-eight (48) hours in any one week."**

A number of reasons why they believe this production control is necessary are given by the Western Association, including the following extracts from their statement:

"1. To regulate present over production capacity of the candy and confectionery manufacturing plants of the United States.

"2. To avoid further depletion and destruction of the capital assets of the majority of the candy manufacturing plants throughout the United States.

"3. To reduce and relieve unemployment and to distribute employment throughout the United States on an equitable basis.

"4. To eliminate unfair competitive practices brought about through lack of control of candy production. Firms operating on mass production schedules with extra shifts, secure this increased volume only through size and price, brought about by lower costs of production based upon the volume secured at the expense of the majority of the industry.

"5. Production control of the number of hours of machine and plant operations are vitally necessary to our industry to avoid the elimination and oppression of small enterprises, to avoid discrimination, and to avoid any monopolistic tendency on the part of any group of candy manufacturers.

"6. Production control is vitally necessary to our industry to secure uniformity of cost calculations, and standards of costs for factory burden or factory overhead, standard labor rates based upon sectional provisions of the code, standard material costs based upon geographical costs of raw material and other standards necessary to eliminate the unfair competitive practices now being followed out by the minority of the candy manufacturers throughout the United States."

### Profiteering to Be Curbed

DEFINITE action is to be taken by the National Recovery Administration to curb profiteering by certain industries now operating under codes of fair competition, it was announced today by Recovery Administrator Hugh S. Johnson.

Among the complaints by retailers, who are to be invited to testify during hearings, is the charge that certain manufacturers, in anticipation of the approval of permanent codes, built up huge stocks of merchandise which they are now forcing on the retailers at exorbitant prices with the explanation that increased costs under the codes are responsible.



# Jobber Votes Urged on National Code

REPORTS from the offices of the newly formed Federated Wholesale Confectioners Associations of America in New York City indicate that communications are daily being received from candy jobbers throughout the country expressing their approval of the Uniform National Code for Wholesale Confectioners recently adopted in Washington, D. C., by delegates representing wholesalers in thirty-one states.

The national Federation sent copies of the code to all jobbers of the country, together with a return post card for their vote of approval and authorization of the Federation to act in their behalf "in all matters relating thereto." The big mailing job was executed by The MANUFACTURING CONFECTIONER and The CONFECTIONERY BUYER in cooperation with the Federation officers under the direction of Herbert Tenzer, Executive Director and Counsel.

Mr. Tenzer has also sent a communication to all wholesale confectioners' associations reporting on the activities of the Federation since the Washington convention and furnishing the officers of local and sectional jobber associations with suggestions for general meetings to be called for the purpose of voting on the Uniform Code. A resolution was provided already to be introduced at the meetings for passage. A form was also included for the signatures of wholesalers who might be absent from the meetings.

The support and cooperation of the National Confectioners' Association has been obtained and the manufacturers are being urged to work with the wholesalers in the meetings which are to be held in the various Zones. Chairmen of the 14 Zones of manufacturers under the Industrial Recovery Division of the N. C. A. are requested to cooperate with the wholesalers in their respective Zones.

An obstacle to greater speed in obtaining united approval of the Uniform National Code by all wholesalers is the tendency among



• AS SPOKESMAN for his group in candy distribution, Joe Jobber presents in this column substance of interviews with leading jobbers on points of interest to manufacturers.

local associations to devote their major efforts toward getting the adoption of a local code. Efforts to obtain approval of the national code have therefore lagged in some instances. Manufacturers and jobbers are urged to discourage further delay of action by wholesalers individually and collectively, through their associations.

"It has definitely been ruled," states Mr. Tenzer, "that codes presented by local associations will not receive NRA nor A. A. A. approval and therefore candy jobbers can only obtain relief through the medium of a national organization and a Uniform National Code. Opportunity for such action is now offered through the medium of the Federation.

"Questions may be asked about additional provisions for the code, and you are advised that such provisions should be separately considered and not added to the Uniform National Code," said Mr. Tenzer. "A copy of any provisions your group may desire should be forwarded to this office for consideration. Bear in mind that this is a National Code and purely local problems should not be offered at this time. The purpose of this procedure is to obtain an early endorsement of a basic code, to which additional provisions may be added later, with governmental approval.

"The adoption of this code by

your organization does not authorize the members to operate under the code until the same receives the Presidential approval in Washington.

"It is important to call to your attention that the anti-trust laws remain in full force and effect. The uniform national code when approved by the President of the United States will modify the anti-trust laws only insofar as they conflict with the provisions of the code approved. This modification will continue during the emergency period declared to exist in the Industrial Recovery and Agricultural Adjustment Acts.

"Price fixing, boycotting and other monopolistic practices likely to bring a rebuke from Washington should not be indulged in by local associations or individual wholesale confectioners.

"Several associations throughout the country have come into conflict with government authorities as a result of indulging in certain illegal practices. It is significant to note that in the code provisions relating to manufacturers and to retailers have been omitted. These omissions were made on advice of Administration officials."

The Federated Wholesale Confe-  
(Continued on page 45)

# Did You Hear?

*News and Personels from the Midwest . . .  
A Monthly Feature by the Inimitable "SeeRay"*

By C. RAY FRANKLIN

**T**HE St. Louis jobbers are all back on the job, having completed their vacations, etc., and are hitting em hard and report a marked improvement in business. There is a general complaint among the jobbers regarding slow deliveries, but most of the jobbers realize the conditions the factories are facing due to the NRA and are exercising patience in this respect.

The warm weather, which has been broken by a few cool days here and there continued rather late in September and retarded the sale of certain type goods, principally chocolate goods, which held the volume back some, but sales on this type goods were mounting when this article was written.

One pleasing feature of the new deal, remarked several good jobbers, is the price situation. We are getting better prices and the retailers are accepting the advances in true sportsmanlike fashion. After all, candy has advanced less than any other commodity to date.

Bill Milligan of the General Candy Co. and Basil Palmer of the Bartlett Candy Factory, who are sub-jobbers, and supply all the wagon trade, both report a good business and anticipate a continuance of the same. Business has taken a definite step forward in the St. Louis market, there is no doubt.

The Candy Association of St. Louis held a very constructive meeting recently reported Jean Kreibohm, the secretary. Gus Ohmar and Joe Runtz both gave short addresses prior to the speaker of the evening, Frank Hanneke, whose subject, "The Future of the Candy Jobber," was delivered in a masterful fashion. Al Dudenhoeffer was toastmaster of the evening and was assisted by Lewis Bloch.

\* \* \*

The Kansas City jobbers have held several meetings recently and have drawn up a code which they expect to adopt as soon as possible. At their last meeting, which was

well attended, they invited the wagon jobbers of the city, also jobbers directly adjacent to Kansas City, and they had a real meeting.

Mr. Hal West of the Loose-Wiles Biscuit Co., who is a zone manager for the N. C. A. at Kansas City, has been very active in getting the jobbers started in Kansas City. Now that their interest is aroused I feel sure Kansas City will have one of the very best associations in the Middle West, as they are devoting a lot of time to their code, which will be drawn up in such a fashion as to compel respect by the members.

The following officers were elected: Mr. Wilson of the F. S. Edwards Tobacco Co., Kansas City, Kans., president; Mr. Louis Zalken of Quality Candies, Inc., vice-president; Mr. Ed. Cromwell of the Cromwell Fruit & Commission Co., treasurer. The three above officers will elect a secretary. Kansas City has needed an association for years and, thanks to the NRA, it's all ready to start and everyone in the candy business, I am sure, wishes it success.

\* \* \*

Mr. J. L. McQueeny passed away at his home in Kansas City, Mo., on August 24, following an illness of over a year, during which time he was confined at his home a great deal of the time. Mr. McQueeny, known as James to most of his many friends and employes, was general manager and director of the Loose-Wiles Biscuit Co., with headquarters at Kansas City, Mo., although they have bakeries and branches from coast to coast. Mr. McQueeny was sixty years of age and was born in Kansas City. In 1904 he joined the company as office manager, he rose to treasurer in



1908 and in 1915 became general manager. Mr. McQueeny had a broad acquaintance, having served the Chamber of Commerce of Kansas City as president. Surviving Mr. McQueeny are Mrs. McQueeny and seven children, six of whom live at the home address. The industry has lost a valuable member in Mr. McQueeny and the community a valued citizen.

\* \* \*

Lorin Gingles, who probably is the best known column writer in the candy field, is also a real salesman. He represents the Geo. Ziegler Company of Milwaukee throughout the Middle West, and if you doubt my statement just grab a sample case and follow him a few days.

I met Lorin some time ago and in seeking material for my column asked him for a new one, here's what he gave me:

The young bride, it seems, had been having some difficulty with her checks at the bank, and becoming angry took the matter up with her new husband at breakfast one morning, as follows:

"I wish our bank could get on its feet enough to stop sending back our checks marked, 'no funds.' A bank that hasn't enough money on hand to pay a \$4.27 check ought to be merged and put on a sound basis."

Thanks for the above, Lorin, I appreciate good stories at all times.

\* \* \*

Harold Jacobson, president of the Northwestern Candy Co., Des Moines, Iowa, one of Iowa's largest and busiest candy factories, is kept on the job steadily trying to keep his orders filled on bars, etc., which he offers to the jobbing trade—in addition to the retail trade—which he covers thoroughly throughout the Des Moines trade territory. I called



on Harold a few days ago and induced him to stop long enough to give me a story for you and here it is.

"Ma," said a Kansas youngster, "there's a man in the kitchen hugging and kissing the maid!" When his mother started for the kitchen he shouted, "April Fool! It's only Pa!"

This happened in Kansas, not Iowa!

Carl Underwood, for many years manager of the Underwood Candy Co., founded by his father in Oskaloosa, Iowa, has recently entered the jobbing business in Oskaloosa. Carl has had many years of varied experience and is well equipped to operate a candy jobbing business successfully. Carl will be glad to see all his friends, and he has many among the salesmen, when they are in the vicinity of Oskaloosa.

\* \* \*

When in Burlington, Iowa, a few days ago the city was decorated in wonderful style. Flags were flying from wires extended across all the streets, store windows displayed relics of all kinds, including gowns worn by the ladies a hundred years ago. Being curious, I inquired of Russ Copeland, president of the Clinton-Copeland Co., one of Iowa's oldest high-class confectionery firms, what it was all about.

"Burlington," replied Russ, "is celebrating its centennial." "I had no idea Burlington was a hundred years old," I remarked to Russ. "Well," he replied, "I had forgotten it myself but since thinking it over, and due to the competition I have been up against the past few years, do you know I have felt that old or



older many times." But Russ doesn't look it!

\* \* \*

I saw Roy Clossen, of the Clossen Mercantile Co., Coffeyville, Kans., a few weeks ago and he advised me the jobbers of the "Tri-State" district, comprising jobbers from Missouri, Kansas, and Oklahoma—that section of which Joplin, Mo., is considered the pivotal point—had a most interesting meeting at Pittsburg, Kansas, at the Besse Hotel. Roy informed me there were about 27 jobbers present, which was a real crowd. Mr. Wm. Hagaman, Sr., of the Hagaman Candy Co., Pittsburgh, called the meeting to order and then the gavel was turned over to Roy Clossen, who presided.

This was the initial meeting and in addition to an enjoyable get-together evening. Plans for the forming of an association were adopted, and a code was presented which probably will be adopted. At present only one officer has been elected—Mr. Wm. Hagaman, Jr.—who will act as Secretary. Just as soon as all arrangements have been completed other officers will be elected.

\* \* \*

I ran into John Murphy the other day, and was he busy! I'll say he was. He had the rear of his car loaded to the roof with samples, you know John represents Brandle &

Smith Co., of Philadelphia, in the Middle West and that accounts for the fact that you see so much Satin Finished goods throughout the territory.

"How's business?" I inquired of John. "Fine, there is business for those who go after it," replied John. Then he shot forth the following to prove his assertion:

A Priest offered 25c to the boy who could tell him the greatest man in History. "Christopher Columbus," answered the Italian boy. "George Washington," answered an American lad. "St. Patrick," shouted the Jewish boy.

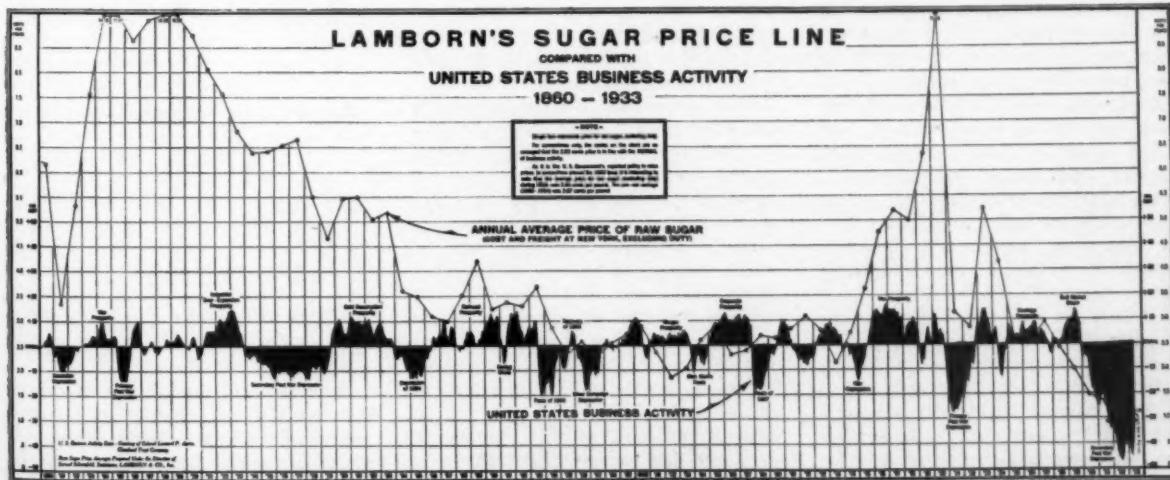
"The quarter is yours!" said the Priest. But why did you say, St. Patrick?" Then the Jewish boy confessed, "Right down in my heart I know it was Moses—but business is business!"

I forgot to inquire of John whom he considers the greatest.

#### Jobber Votes Urged

(Continued from page 43)

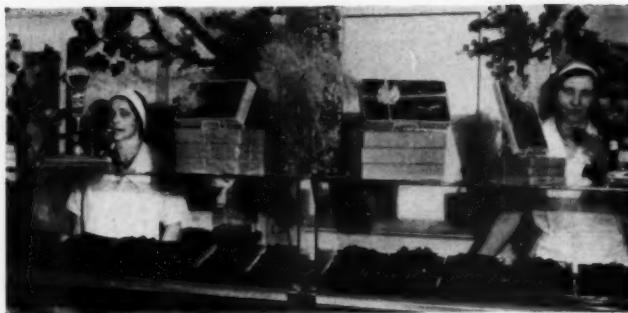
tioners Associations of America is organized to promote progress and development of the wholesale confectionery industry, promote a high standard of business ethics, voluntarily to aid in the prevention of unfair competition and the elimination of trade abuses and otherwise to aid in establishing healthful conditions of efficient distribution of confectionery. It will serve to promote uniformity in the customs, practices and accounting methods, and to disseminate information with respect to the rules and laws which might affect the industry.



Courtesy, Lamborn & Company

# CANDY

• **Retailer Suggestions—a Service Department to Aid the Retail Confectioner in Improved Merchandising at a Profit.**



These discussions are selected from *The CONFECTIONER BUYER*, the National magazine of candy distribution and merchandising, which is also published by The MANUFACTURING CONFECTIONER Pub. Co.

## MERCHANDISING

### Purpose of Specials

"SPECIALS" are helpful in attracting customers into the store, but specials should be made to *build profits*. Volume is not the ultimate aim, but selling the *profitable items in addition* to the special the customer has asked for is *very essential*. Make clear to each salesperson the fact that merely wrapping up goods does not insure profits. Additional profitable items must be sold along with specials.

### Tempt 'Em

THE only way you can get the consumer to let loose of his money today is to *tempt* him. This can be done by the use of attractive or massive displays and merchandising *good quality candy*.

### Push Seasonable Items

CANDY'S biggest seasons are just ahead. The wise merchant will take advantage of the sales opportunities they offer. He will stock the best merchandise available for his type of trade. He will have a good variety, including a number of new items for each season. Many retailers make the mistake of handling a too small assortment of seasonal goods. And usually these dealers stock the same items every year, with the result that their selection is always half "dead" and fails to stimulate the candy business which is possible on seasonable items.

*Watch the calendar*—this is very important in selling seasonable items. Have your goods on display early; be ahead of your competitors, take advantage of the longer merchandising period for your appealing, well selected confections of the season. *Then immediately after the date, close out your leftover goods.*

Get your money out of it, and reinvest it in fresh stocks in other items.

Those who do the biggest volume will be those who planned their stock and merchandising ideas well in advance of the season. The house that makes money today must demonstrate ability to anticipate buying requirements, anticipate consumer reaction, and be on the market earlier than competitors.

### Give Specials Chance With Good Display

SPECIAL values should be given a fair chance in order to make the sales they are intended to. Generally speaking, special values move best when displayed in mass displays. Attractive "talking signs" are also helpful—really essential, to attract attention.

The Shopper viewed a candy store featuring a window of unusual values for the price. Three items were shown—packaged marshmallows, peanut bars, and wrapped kisses. We were amazed at the generous quantity for the price. But the displays were so small and ordinary looking that the average consumer would pass the window without ever noticing the specials.

The price cards were small and poorly made—drawn on rough cardboard with pen and ink. Nothing was included on the price cards to attract attention to the special values being offered in these three items.

This window should have fairly dazzled with sales atmosphere—but it was dead. The proprietor "muffed" a nice chance to build an extra volume with these special items made for that purpose. Many retailers don't know how to merchandise a good thing when they have it. And do they want to learn?

### Football Specials to Step Up Candy Sales

THE football season is now under way. School spirit is keen and practically everybody is football minded.

The young people are the confectioner's best customers and here is his opportunity to build good-will and sales appeal with football window displays doing honor to the local teams.

Radio football parties may also be held as special features—inviting customers in for game broadcasts. "Football Specials" in bulk and package candy should be a part of the merchandising plant.

### Analyze Your Merchandise

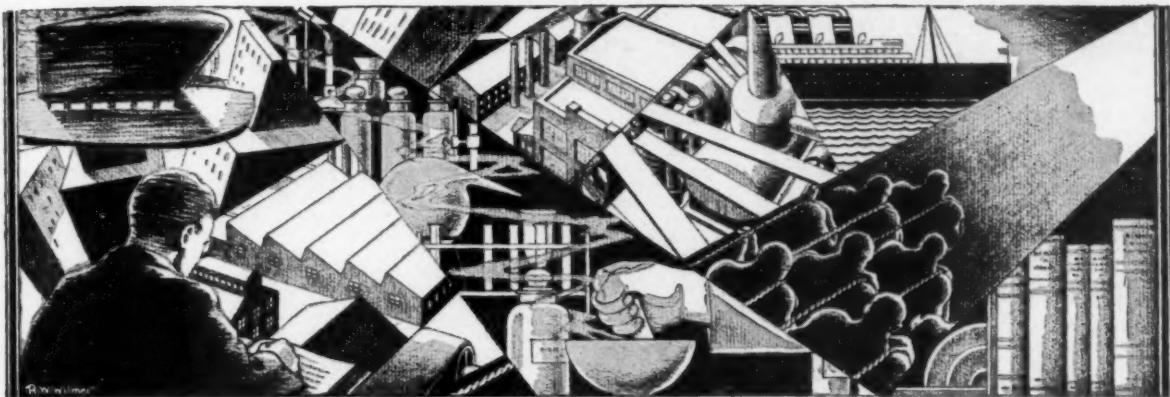
YOU may find it profitable to cut your number of lines and varieties. Avoid needless duplication of merchandise which confuses buyers and ties up capital, reducing turnover.

Cut your number of prices. Fewer and better selected prices will let customers make selections easier, better and quicker.

### Menu Card Suggestion

A GOOD idea on impulse selling is the small card attached to the menus of an Eastern hotel. At the top the card reads: "Chef Recommends—" Below is a small photograph of their luncheon special, a tenderloin steak sandwich with all the trimmings, placed beside the plate of a customer, all ready to be served.

The same idea could be employed to suggest that customers take home a box of delicious candy. Either a small picture or sketch of the open package could be shown or the suggestion suitably presented in print.



## Monthly Digest of CURRENT TECHNICAL LITERATURE

### Process Is Patented for Making Chocolate Without Roasting



Patent No. 1,897,242,  
George Defren.

FIRST the raw beans are soaked in water to loosen the shells and to leach out the bitter and acrid substances. Then they are shelled and cleaned, thoroughly dried, ground to a liquor by the usual methods, and sugar is added in the form of a syrup, yielding a smooth mixture at once. The water is eliminated from this by spray drying, and finally the flavor is developed by heating for an hour or more at a temperature of 100° to 130° Centigrade.

### Beating Properties of Egg White



W. C. Henry and A. D. Barbour, *Indus. and Eng. Chem.*, Sept., 1933, p. 1054.

THESE men confined their attention to two simple properties: first, the increase of volume caused by beating; second, the stability of the resulting foam. An electric beater with good speed control was

used, and the variable factors were temperature, speed of the beater, duration of beating, addition of water, addition of (cottonseed) oil, addition of acid or alkali.

Results—There is a definite optimum beater speed. Too much beating weakens the foam. Fresh eggs beat up better than storage eggs. A small amount of added water (up to 5 per cent) has no appreciable effect. One per cent or more of added oil is disastrous. Small additions of acid or alkali have only a slight effect.

### Thin Crepe-like Food Product from Materials Such as Fruits and Vegetables



J. D. Sartakoff, U. S.  
Patent 1,908,489 (1933).

A. U. S. PATENT which has been assigned to the Sardik Laboratories of New York City. The fruit or vegetable pulp is finely dispersed in water, dried out partially by the gentle application of heat, and the resulting paste is then converted into the final product by the use of a drum drier. In this last step the temperature is so chosen that the natural binding substances

present in the original pulp serve as a binder in the finished product.

### Determination of Moisture in Honey by Use of a Hydrometer



H. D. Chataway, Can.  
*J. Research*, vol. 8, pages  
435-9.

THE hydrometer method of testing honeys will yield results no less precise than more elaborate methods, provided that (1) a large, sensitive hydrometer is used, (2) the percentage moisture is figured from a proper honey table instead of the usual sugar table, and (3) a shallow layer of water is poured onto the surface of the honey after the hydrometer has been introduced. The author describes a specially constructed hydrometer, and presents a table of true honey densities which he has prepared.

### High-Grade Starch Now Produced from Sweet Potatoes

F. H. Thurber, *Indus.*  
*and Eng. Chem.*, Aug.,  
1933, p. 919.

THE Bureau of Chemistry and Soils has developed a method for producing a high grade starch from

sweet potatoes, free from the grayish-yellow color which has always put this product at a serious disadvantage in competition with imported white-potato starch. Although the Bureau has done its work on a laboratory scale, they are confident that factory tests will prove the method to be rapid and economical.

### Action of Light on Fats



C. H. Lea, *J. Soc. Ind.*, vol. 52, pages 146-9.

BOTH visible and ultra violet light greatly accelerate the oxidation of fat, but the latter is more effective. Of the visible spectrum, yellow-orange light is the most active, while green and deep red are the least active. Wrapping papers which are colored to protect foods from the oxidizing effect of light should be tested by a spectrophotometer, for the human eye is by nature incapable of analyzing colored light.

### Production of a Palatable Artichoke Syrup



F. A. Dykins and others, *Ind. and Eng. Chem.*, Aug., 1933, p. 937.

AT the University of Illinois a semi-commercial method has been developed for the production of a palatable syrup from the Jerusalem Artichoke, a native plant which is one of the most promising sources of levulose. Pure crystalline levulose is extremely difficult and costly to prepare, but the manufacture of a palatable levulose syrup direct from the artichoke tubers has proved entirely feasible.

### Effect of Lecithin on the Viscosity of Chocolate

Rewald and Höfling, *Bull. Official Office Intern. fabr. chocolat cacao*, vol. 2, pages 69-75.

THE Duffing viscosimeter was used in securing a table of values which shows how much fat can be saved (e. g., 6 per cent) by the ad-

dition of lecithin (e. g., three-tenths of one per cent).

### Preparation and Testing of Raspberry Syrup

Endre Deér, Jr., *Magyar Gyógyszerészstud Társaság Értesítője*, vol. 9, pages 117-24.

THE syrups which were given the highest rating had been fermented in wooden containers, and then put into wooden tanks to let the sediment settle out. Tests and color reactions were devised which were successful in revealing whether proper or improper methods had been used in preparing the syrup.

### Caking of Refined Sugar



K. Sandera, *Listy Cukrovar*, vol. 51, pages 314-18.

PRECISE tests were made upon a number of samples of refined sugar which differed in chemical or physical properties, to measure their relative power for taking on water from moist air. Different mechanical treatment, varying sizes of the crystals or grains, and variations of the chemical composition of the sugar within normal commercial limits—none of these variations caused really significant changes in the sugar's affinity for moisture. In warehouses, the simple condensation of moisture upon the surface of the sugar bags is probably the prevailing cause of damp sugars.

### Methods of Analyzing Powdered Materials

H. W. Gonell, *Chem. Fabrik* (1933), pages 227-33.

THIS review of the various methods of investigating powders is illustrated with 10 cuts, and lists 53 references upon the subject. The methods discussed include sieving, flotation, sedimentation, air separation, and optical methods. A number of these are of interest to cocoa powder manufacturers.

### Aroma-Producing Substances of Cacao



Heinrich Fincke, *Ka- zett*, vol. 21, pages 381-3.

THOSE substances which are responsible for the aroma of cacao were studied, and classified under three heads: (1) readily volatile and partly undesirable, (2) fat-soluble, of great aromatic strength, and difficulty volatile, (3) tannin-like compounds. Of interest to those who wish to track down the elusive bouquet of the cacao bean.

### Sicilian Essences of the Season 1932-33



A. H. Bennett, *Perfumery Essent. Oil Rec- ord*, vol. 24, p. 146.

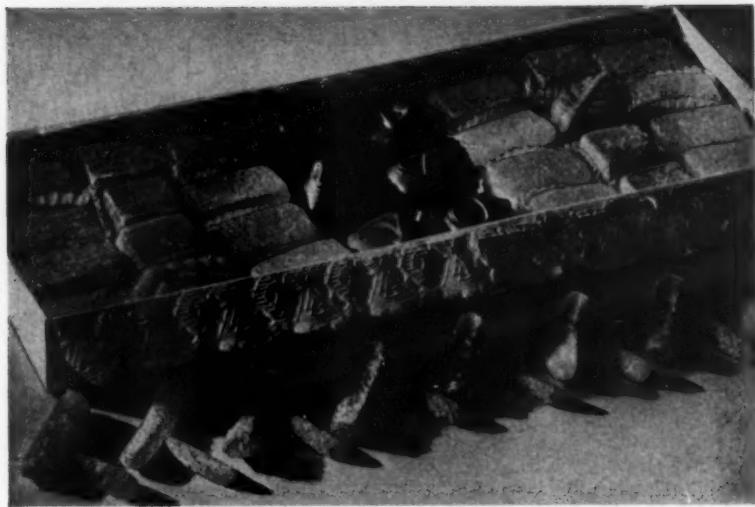
THIS report lists a number of lemon oils which have relatively high rotation constants, few of them, however, exceeding 63°. Any sample which has a specific gravity as high as .861 is either adulterated or badly oxidized. On the other hand, many excellent oils registered lower than .857, the lowest value permitted in the United States. The author suggests that the legal range of specific gravities be changed from .857-.860 to .856-.860.

Chemists, take note!

### Some 200-Year-Old Specimens of Drugs

N. Evers, *Pharm. J.*, vol. 130, p. 219.

SAMPLES of anise oil and oil of cloves which had been purchased in the year 1704 were examined. The former, though its odor was unusual, came within the requirements of the British Pharmacopoeia. (Evidently a material may come up to legal standards, yet fail to get past the confectioners' critical nose.) The latter, which had a sweet aroma, fell somewhat below the legal standards, on account of darkening and oxidation.



# Something NEW for Christmas

*Feature Exchange Citrus Pectin Jelly Pieces  
in Your Christmas Assortment—Chocolate Coated  
—Iced—Sanded or Crystallized*

Here is a *new* candy that has *color eye appeal* and *taste*—all the qualities a Christmas Seller needs. It's Jelly Pieces made with Exchange Citrus Pectin—a new type of goods that has more brilliance, more rich lustre than any candy you ever saw. And it has this important added feature:

#### **It Stays Fresher—Longer**

Candies made with Exchange Citrus Pectin have a *fresher* taste when they are made than any other jelly or gum type candies—and they *keep* that fresh taste amazingly. They're famed for their long shelf life, and here's why:

#### **They are Made With the Substance that Makes Jellies "Jell"**

Exchange Citrus Pectin Candies are *real* "jelly pieces" because they are made with the same ingredient that makes jellies "jell"—Exchange Citrus Pectin. They are just as delicious, as colorful and as wholesome as

the finest glass of jelly you ever tasted at the dinner table, and they *stay fresh* on the shelf the same way fine jelly does. The ingredients are permanently *jellified*—not just thickened. They are really a *new type* of candy—much more delicious and attractive.



#### **Get These 7 Advantages With Exchange Citrus Pectin**

1. Clearer, more sparkling
2. Truer to taste
3. More natural
4. More refreshing
5. More tender
6. FRESHER—longer
7. No Need for Dry Room

Your Jelly Pieces made the Exchange way may be removed from starch molds and packed within 24 hours.

Plan to feature these candies this Christmas. Take advantage of their newness—their color! Make them up chocolate coated, iced, sanded or crystallized. They add a fresh piquancy to any combination and they are delicious alone. You'll find them the kind of Christmas candies that continue to sell in increased volume throughout the year.

Send coupon at once for your first order. Prepare to *feature* Exchange Pectin confections this Christmas. Easy to make. Require no new equipment. Full instructions with shipment. Mail coupon *today*.



#### **CITRUS PECTIN FOR CONFECTIONERS**

California Fruit Growers Exchange  
Products Department, Sec. 210  
Ontario, California.

Send immediately 5 lbs. of Exchange Citrus Pectin for Confectioners, to be invoiced at your regular wholesale price schedule. Also complete instruction manual.

Company .....

Street .....

City .....

Mark for Attention of .....

.....

## Light Fastness of Colored Papers



K. Berndt, *Zellstoff u. Papier*, vol. 13, pages 271-3.

THE *inorganic* pigments, both natural and synthetic, are the most resistant in the action of light, but they generally give paper a dull finish and are therefore not used very much in coloring high grade paper. Among the aniline dyes, the pigment and indanthrene dyes are the most light resistant. When light acts upon colored paper it may affect not only the dye itself but also the unbleached fiber, the sizing, ground wood filler, etc. On this account the action of light may alter the color tone of the dyed paper, even though the dye itself is absolutely unaffected.

The use of high grade colored papers in candy packaging gives these results a lively interest.

## Tests for Distinguishing Between Animal and Plant Lecithin

B. Rewald, *Chem. Ztg.*, vol. 57, pages 373-4.

CRITICISM of the methods of Nottbohm and of Mayer, who used the choline content as a basis for distinguishing between lecithin from animals and lecithin from plants. Up to now lecithin from animal sources has not been offered to the confectionery industry.

## Removing Pectin from Extracts of Berries and Fruits



S. F. Tzerevitinov, Russian patent 28,387 (1931).

A PATENTED process which utilizes the enzyme pectase to convert the pectin into pectic acid, which then precipitates. This provides a method for removing the natural fruit pectin from pulps and batches where its presence is undesirable.

## The Role of Ph in Confectionery

Van Laer and Roskam, *Ann. Zymol.*, vol. 1, pages 76-81.

A DISCUSSION which points out the many benefits which the confectionery industry can derive by using pH determinations to control manufacturing operations.

### Coxon Company

Coxon Corporation of San Francisco, California, has been purchased by William G. Coxon and Pearl W. Coxon and hereafter will be called the Coxon Company.

### Peters Candy Company

Peters Candy Company was incorporated at Akron, Ohio, to do a wholesale candy jobbing business, and moved to larger quarters at 695 Bowery St., Akron, Ohio.

### W. A. Cleary Now Vice-President of American Lecithin Corp.

At a recent meeting of the stockholders of the American Lecithin Corporation, Mr. W. A. Cleary was elected a director and vice-president of the corporation. Mr. Cleary has been associated with the American Lecithin Corporation since 1930, having made an unusual record during that time, and this announcement will be read with pleasure by his many friends in the industry. Mr. Cleary has for years been a familiar figure in the chocolate and confectionery field, where he has specialized particularly in chocolate—its manufacture and its use—and the practical problems connected with getting the best results in coating and moulding work.

### Packaging Machinery Manufacturers Institute

The Packaging Machinery Manufacturers Institute, Inc., was completely organized at a recent meeting of the Packaging Machinery Industry in Buffalo, at which about 75 per cent of the industry was represented. A code of Fair Competition was also prepared and approved unanimously and the institute was authorized to present the Code to the National Recovery Administration.

The meeting also gave the committee appointed by the Board of Directors of the institute full power to act for the industry. The committee which will present the code to the NRA is as follows:

H. H. Leonard, Vice President and General Manager, Consolidated Packaging Machinery Corporation, Chairman.

Col. F. K. Knowlton, President, M. D. Knowlton Company.



Roger L. Putnam, President, Package Machinery Company.

The officers and directors elected by the institute are as follows:

President, H. H. Leonard; vice Presidents, Roger L. Putnam; H. K. Becker, V. P. and G. M., Peters Machinery Company; R. T. Bacher, Pres., McDonald Engineering Corporation; Charles L. Barr, S. M., F. B. Redington Company; G. Prescott Fuller, Wire Stitching Division, Dexter Folder Company; A. G. Hatch, G. M., M. D. Knowlton Company; C. E. Schaeffer, Asst. Sales Manager, Stokes & Smith Company.

W. J. Donald of 52 Wall Street, New York, N. Y., was elected Executive Vice President and Treasurer.

The committee of the Packaging Machinery Manufacturers, which has been in existence for about a year, had previously incorporated the institute in Delaware. Consequently, the industry was in a position to complete organization at the Buffalo meeting by adopting by-laws, electing directors and officers.

The first annual meeting of the institute will be held this month.

### Clinton Company

Because of the present name not being fully descriptive of the various products made by the Clinton Corn Syrup Refining Company of Clinton, Iowa, they have changed the name of the company to Clinton Company and the name of the subsidiary to Clinton Sales Company, Inc.

This company has been generally known to the trade as Clinton Company, so the change in name is not confusing. The change in name does not in any way affect the present organization of the company nor does it mean a change in products manufactured by the company.

### David G. Huck, Fanny Farmer Superintendent, Dies

Mr. David G. Huck, superintendent for the last ten years of the Fanny Farmer Candy Shops, Inc., died suddenly on the morning of September 27th from a heart attack. Mr. Huck was 61 years of age at the time of his death. He had been active in the candy industry for about 40 years and was well known to the candy interests of the metropolitan area. Prior to his affiliation with the Fanny Farmer organization, he was with O. T. Stacy Company of Rochester, N. Y.

Mr. Huck is survived by his widow and a son.

### Walter F. Leonard

Walter F. Leonard, Vice President of Food Materials Corporation, Chicago, since 1926, passed away at his home September 14th. Mr. Leonard was formerly associated with the Wm. J. Stange Company of Chicago and has been acquainted in the candy trade for the past fifteen years.

### Fourth Packaging Exposition

(Concluded from page 40.)

long been active in the consumer marketing division of the association, is a partner of James O. McKinsey & Co., management engineers.

The headquarters of the exposition, Mr. Wolf stated, will be at 232 Madison avenue, New York, with Roberts Everett Associates providing active exposition management.



# NATIONAL



*The*  
**COMPLETE  
LINE**

BRILLIANT • UNIFORM • STABLE

NATIONAL ANILINE & CHEMICAL COMPANY, INC.  
40 Rector Street New York

# FOOD COLORS



# BARGAINS ARE OVER!

*Quality Candy will again  
find its waiting market!*

YOUR real profits lie in the better class market where quality is of primary importance. This type of consumer is ready once more to pay a fair price for good candy, and if the flavor is right repeat sales are bound to follow.

Be sure the flavor is of the same high quality as your other ingredients. In other words, use

# BURNETT'S



**PURE VANILLA.** Always uniform in flavor, it places your candy in the quality class. Three blends are offered manufacturers—

# FORT•MONOGRAM•DREADNAUGHT

**COLOR.** Attractive color will help sell your candy. With Burnett's Color Pastes you get an even, delicate color. No spotting.

## JOSEPH BURNETT COMPANY

437 D Street, Boston, Mass.

# TRADE MARKS for Registration

*THE following list of trade-marks published in the Patent Office Gazette for the past month, prior to registration, is reported to The Manufacturing Confectioner Publishing Co., by Mason, Fenwick & Lawrence, Patent and Trade-Mark Lawyers, Woodward Building, Washington, D. C.*

*Manufacturers and dealers in candies, confectionery and baking products who feel that they would be damaged by the registration of any of these marks are permitted by law to file within thirty days after publication of the marks a formal notice of opposition.*

**CHOCOLATINA**, for cocoa. Use claimed since January, 1907, by Runkel Brothers, Inc., New York, N. Y.

**ST. LOUIS DAIRY CO.**, malted milk, chocolate, and ice cream. Use claimed since May, 1882, by St. Louis Dairy Co., St. Louis, Mo.

**SUNSHINE NOBILITY**, cakes, cookies, crackers and English style biscuits. Use claimed since Dec. 23, 1930, by Loose-Wiles Biscuit Co., Long Island City, N. Y.

**SHAPIRO HOLLISTERS**, and design of carton, chewing gum. Use claimed since June 14, 1933, by Max C. Shapiro, Beverly Hills, Calif.

**TRUEWORTH**, cocoa, baking chocolate, malted milk, marshmallow cream. Use claimed since Jan. 3, 1933 by K. B. Chocolate Co., Bay City, Mich.

**MAMA'S**, puddings and malt milk desserts. Use claimed since Dec. 1, 1932, by Mama Cookie Bakeries, Inc., Chicago, Ill.

**PRISCILLA**, ice cream, stuffed dates, glacés, chocolate and cocoa. Use claimed since 1890 by Abraham & Straus, Inc., New York.

**RECESS** and design, pecan halves, walnut halves, marshmallow creme, popcorn. Use claimed since 1907 by The Recess Co., Cincinnati, Ohio.

**LAUCOUMAS**, doughnuts. Use claimed since April 25, 1933, by Frank Poulos, New York, N. Y.

**BEERSTIX**, salted bread sticks. Use claimed since October, 1932, by Parisian Baking Co., Lakewood, N. J.

**JEL-TREAT**, gelatin dessert. Use claimed since Jan. 12, 1933 by Perkins Products Co., Chicago, Ill.

**GENOA'S BEERSTIX**, WHO EATS ONE EATS SIX, for cakes, bread sticks, cookies and pastries. Use claimed since March 17, 1933, by Genoa Specialty Baking Co., Inc., Long Island City, N. Y.

**FORGET-ME-NOT**, ice cream confection, namely an ice cream sucker. Use claimed since Feb. 1, 1933, by Emblem Food Products Corp., Milwaukee, Wis.

**SCHNOZZLE**, JIMMY DURANTE, and picture of Jimmy Durante, candy bars, cookies, pies, bread,

etc. Use claimed since April 17, 1933, by Jimmy Durante, doing business as James Durante, New York, N. Y.

**SPORT PACK**, salted peanuts. Use claimed since April 21, 1933, by Tom Houston System, Columbus, Ga.

**EAMES TRI-LOGS**, fruit and nut cake. Use claimed since May 1, 1933, by William M. Eames, Northampton, Mass.

**REDI-DIP**, frozen and semifrozen confections. Use claimed since May 16, 1931, by Ardee Patents Corp., Evansville, Ind.

**REALM**, cocoa and chocolate, cocoanut, candy, chewing gum, marshmallows and marshmallow cream, unpopped popcorn, potato chips, cake flour, icings, etc. Use claimed since November 28, 1932, by Household Products Co., Chicago, Ill.

**KREEMY FREEZE**, ingredients to be added to milk for making frozen confections. Use claimed since October 26, 1932, by A. E. Starkie Company, Chicago, Ill.

**DICK TRACY**, and design, candy. Use claimed since May 1, 1933, by Walter H. Johnson Candy Co., Chicago, Ill.

**NATIONAL WHITE FROST**, sugar. Use claimed since February 25, 1933, by The National Sugar Refining Company, Jersey City, N. J.

**ANDY'S FRENCH FRIED**, shelled peanuts. Use claimed since April 20, 1933, by Allied Brands, Inc., New York, N. Y.

**CHAUTAUQUA MAID**, ice cream mix, malted milk. Use claimed since January 1, 1932, by Chautauqua Malted Milk, Inc., Mayville, N. Y.

**TOASTED NUT-CHIPS**, toasted food product in wafer-like form having a nut-meal and/or vegetable ingredient. Use claimed since Feb. 13, 1933, by Charles A. Raymond, Marion, Ohio.

**ALLSTATE** and map of U. S. A., pie filling, candy, and other foods. Use claimed since November, 1932, by Sears, Roebuck & Co., Chicago, Ill.

**FLAVOROL**, ice cream and other frozen confections. Use claimed since Jan. 23, 1933, by Industrial Appliances, Inc., Sandusky, Ohio.

## Hard Candies

*(Continued from page 27)*

were also tried. Specially purified shellac, cellulose acetate, and cellulose acetate lacquers were likewise applied on satin finish hard candies. In general, unsatisfactory results, of probably little commercial value, were obtained. The coated candies did not possess good "eating qualities" due to the insoluble outer jacket or film. When this film was too thin results from the point of resistance to summer atmospheric conditions were unsatisfactory.

In conclusion we can state that the ideal commercial hard candy can be made from sucrose, preferably first-liquor cane sugar of the "strong" type, and carefully selected "high dextrose" (or low "purity") corn syrup in minimum quantities to prevent not only crystallization of sucrose in process of fabrication but also undue tendency towards crystallization when subjected to ordinary summer atmospheric conditions. Other factors to keep in mind are the importance of the composition of the water supply, and the proper use of buffer salts whenever required. If cost permits it may be found advantageous to replace some of the corn syrup with lactose not only from the angle of "dry" satin finish hard candy production but also from the dietetic standpoint. It is obviously essential to maintain close scientific control of both ingredients and processes in the production of this type of confection. Select the sucrose and corn syrup on the bases of the easily conducted "candy tests" and, as stated above, use suitable buffer salts in the proper amounts to reduce inversion and caramelization to a minimum. The importance of a low final water content and minimum decomposition of sucrose cannot be overemphasized. In reducing the complex factors of inversion and caramelization to practical minima do not practice the common fallacy of cooking large batches—reduce your batch size and improve your quality.

In our enthusiasm for the science of hard candy production we must not overlook the art of the candy maker. We can only produce acceptable hard candies when we combine scientifically selected ingredients with good workmanship. The importance of the proper flavoring and coloring of hard candies cannot be over-emphasized in obtaining consumer acceptance of your hard candies.

Analysis of hard candies being sold in our largest outlets indicate that we have apparently lost our previous standards of quality. The present candy era is becoming one of quantity rather than quality. Let us hope that when we turn that elusive corner behind which Prosperity is hiding that we will again strive towards the worth-while goal of *Quality*.



## WORTH CROWING ABOUT!

When you make quality candies you have a right to tell the world.

Right now you should be thinking about Easter goods. Write us for formulas for Easter Eggs that stay fresh with full rich creaminess.



But be sure that your candies will retain their original freshness and desirable eating qualities. There is no substitute for quality — USE NULOMOLINE.

**THE NULOMOLINE COMPANY**

109-111 Wall Street

New York

Western Office: 333 No. Michigan Ave., Chicago, Ill.



The quality of the corn syrup you use plays a major part, not only in the quality of your candies, but in ultimate sales over the retail counter. And it is repeat-sales that reflects the quality in your merchandise.

# ANHEUSER-BUSCH BRAND



# CORN SYRUP



A N H E U S E R - B U S C H • S T . L O U I S

## Candy Council Formed in Chicago

A CANDY COUNCIL composed of representatives from all branches of the industry in the Metropolitan Chicago area has been formed as the result of a General Candy Conference sponsored by the Jobbing Confectioners Association of Chicago, held September 28. Nearly 500 confectionery wholesalers, wagon jobbers, tobacco jobbers, wholesale grocers, wholesale druggists, cash and carry firms, candy manufacturers, and manufacturers' salesmen attended the General Candy Conference, which was held in the Engineers Building, headquarters of the Jobbers' Association.

The big meeting was said to have been the first of its kind ever held in the city and was outstanding for the cooperative spirit and good will it engendered. Its purpose was to establish closer relationship among the various types of distributors handling candy in the Chicago territory and between the distributors and the manufacturers.

Speakers from the different organizations pledged the cooperation of their groups toward the elimination of cut-throat competition and other unfair trade practices which have existed for the past several years. In this respect of cementing harmonious relations to establish a basis for working toward improving trade conditions, the meeting more than exceeded the hopes of its sponsors.

Plans for the Candy Council were announced by George R. Cass, President of the Jobbing Confectioners Association, following a talk by Mr. Al Pines, President of the Tobacco Wholesalers of Chicago, when he indicated willingness to work with such a council. Mr. Cass revealed that work had already been started on such a group. At a luncheon previously held, attended by officers of the jobber organization and a representative of The MANUFACTURING CONFECTIONER and The CONFECTIONERY BUYER, the council plan was discussed and support assured.

The Candy Council will include two representatives of the following divisions concerned with candy production and distribution: Sub-jobbers, wagon jobbers, tobacco jobbers, cash-and-carry wholesale grocers, wholesale druggists, manufacturers' salesmen, and manufacturing confectioners.

Mr. Alex J. Brown, Jr., Vice-President and Counsel of the Job-



bing Confectioners, opened the Candy Conference meeting and turned it over to President Cass. An address was then made by C. A. Buehler, Chairman of the Board, who discussed present conditions and the opportunities under united action. These men have been unfailing in their work in establishing the Chicago association.

George H. Williamson, President of the N. C. A., praised the efforts of the jobbers in getting the various groups together. He pledged the support of the manufacturers and stated his belief that the Candy Council would be a good thing providing everyone concerned would support it.

Other speakers included, Dan Colucio, Business Manager of the Cigarette and Tobacco Salesmen's Union; Aaron Elstein, for Chicago Wholesale Confectioners; Sidney Hoffmann, for Chicago Candy Club of Manufacturers' Salesmen; Mr. Grossman, President, Illinois Tobacco Wholesalers' Assn., and Max Berger, Asst. Industrial Recovery Administrator, N. C. A.

Since the General Candy Conference a meeting has been held of the Candy Council, called by Alex J. Brown and the Jobbing Confectioners Association.

### The Code's Status

(Continued from page 35)

way industry can protect itself, and that is by organization—by presenting a strong united front—to protest vigorously, and bring political pressure to bear on the Administration, until we get a fair deal.

We candy manufacturers are quibbling and shouting about 2½c an hour difference in minimum wages, or are agitating for restricted production to control competition. *We don't need to worry about such things.* Union labor will regulate these and many more matters for us. What we need to worry about is ourselves and our defenseless condition. Our enemies are those outside of our industry; not our competitors who are in the same leaky

boat with us. If we are to survive, to say nothing of a prosperous future, we must work shoulder to shoulder with these hateful competitors, to patch up the boat before it sinks with us all.

I am powerless to bring about this active cooperation in our industry unless you and every man will do his part. *The time has passed when just "going along" is sufficient for any confectioner.* We must have active spontaneous cooperation and unity throughout. We must have a vigorous militant National Confectioners' Association, and strong self-reliant local organizations. Neither the Code nor any business or personal activity is as important to you right now as your industrious association activity. The matter is in your lap and yours alone, for your individual decision.

Will you write or wire your Zone Chairman to day advising him whether you are ready to work, or are a hold-out? Then I'll have each Zone Chairman make up an ACTIVE LIST, and we'll all know where we are, and what we can expect from here on.

Very truly yours,  
GEORGE H. WILLIAMSON,  
President.

## English Firm Inaugurates Show Train

(Continued from page 31)

great success which has attended Fry's Show Train the firm has decided that the tour should be extended for a further three months.

This pioneer effort on the part of Fry's follows in the wake of many new ideas which have originated from this firm, one of the most recent being the delivery of goods by air. Fry's were the first commercial house to maintain an aeroplane for the purpose of meeting rush orders. These are very plentiful during the summer months when confectioners in seaside resorts are quite likely to underestimate the demand.

It is interesting also to know that such modern methods of selling are the work of a firm which claims to be the oldest Cocoa and Chocolate Manufacturing House in the world. It was established over 200 years ago—actually in 1728.



## Ask Us—

... concerning the use of Concentrated Flavors or Essential Oils in your confections.

The MM&R Sales Service Department was established for this purpose and for your convenience. Without obligating you in any way, it will be our pleasure to assist you, through this Department, in ironing out any possible difficulties in your use of confectionery flavoring materials.

Call upon us personally or write if more convenient. All requests will be regarded in confidence.

MM&R Products are of incomparable quality. The following can be highly recommended to all makers of fine confections. Prices quoted upon request.

OIL CINNAMON CELON—  
Connoisseurs appreciate its difference from Cassia Cinnamon. Piquant, delicate, delightful.

OIL WINTERGREEN LEAF NORTHERN—Puts character and quality into your goods.

TROPPICO MM&R — For fruits—individual and agreeable.

BLACK WALNUT (Imitation) MM&R.

MAPLE FLAVOR (Imitation) MM&R.

DRY SOLUBLE COFFEE EXTRACT MM&R.

PINEAPCO MM&R — New—Startlingly true—A synthetic of remarkable character.

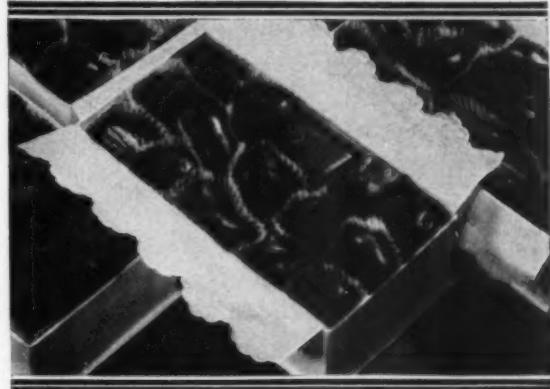


MAGNUS, MABEE & REYNARD  
Incorporated

32 Cliff St., New York, N. Y.  
444 W. Grand Ave., Chicago, Ill.



May we PROVE to  
you that Merckens



## Chocolate Coatings DEFINITELY improve packaged chocolates

The superb flavor, extreme smoothness and uniformly fine appearance of Merckens Chocolate Coatings have contributed in large measure to the success of many of America's finest packaged chocolates. Exacting manufacturers have found that Merckens Chocolate Coatings set quicker, do not soften as easily as ordinary chocolate coatings and keep a fine appearance.

You will appreciate these important advantages, also how the Merckens Fondant Process, which slightly modifies the sugar, brings out the rich flavor of the high-grade cocoa beans. Will you use the convenient coupon in asking for free samples which we believe will prove to you the better appearance and taste of Merckens Chocolate Coatings?



THESE TRIAL SAMPLES  
WILL DO IT...

MERCKENS CHOCOLATE CO., Inc.  
Buffalo, N. Y.

Gentlemen: Without any obligation, please send samples of Merckens Chocolate Coatings.

Name \_\_\_\_\_

Address \_\_\_\_\_

Please mention the types of chocolate in which you are interested.



## Candy at the World's Fair

(Continued from page 34)

fairs are made on the grounds. An Oriental candy stand here also displays Turkish Paste, French Nougat, Turkish (Burnt) Peanuts, and other sweets none too appetizing looking. An ominous-eyed young Turk stands silently behind his wares; he "can no speek Eenglish!"

These old-fashioned American Burnt Peanuts, made in kettles on the grounds, by some strange metaphysics have become Turkish Peanuts in the Oriental Village and native sweets of the Dutch in the Belgian Village. The stands are too much in the rough to have an inviting appeal.

Other foreign candies—undoubtedly the real thing—were Chinese Rice Candy and Banana Candy, selling in 5c packages in a cafe in the "Republic of China." The mystic lad who sold them could tell me little about their contents, but an American near at hand had a complete story all ready to spiel!

Hungarian *Gerbeaud* Chocolates in boxes were on sale amidst tapestries and jewelry in their native exhibit. Prices ranged 80 cents, \$1.00, and \$2.00. The girls could tell little about them.

In Greenwich Village a deserted candy stand, with signs above, told the sad tale of an unhappy venture.

Walgreen's Drug Stores on the grounds carried a variety of gums and bar candies, as well as pound boxes of their own Ruffmade Chocolate Creams at 33 cents. Bars included Beich's Pecan Bar, Collins' Walnettos, Curtiss' Baby Ruth and Butterfingers, Kimbell's Coconut Tea Cakes, Walter Baker's Chocolate Bars, Hershey Bars, Amends Chuckles, Ferrara's Jordan

Almonds, Nestle's Bars, Mason's Peaks and Mints, Planters Peanut Bars, and Williamson's Oh! Henry and Amos 'n Andy. Crowds gathered here to lunch and be refreshed at the soda fountain, including candy in their purchases.

## The Educational Angle

In the absence of the model candy plant which was proposed by members of the industry to serve as an educational exhibit showing the American public how candy is made in the modern factory, but which was dropped because of the expense, perhaps a cooperative candy store in a centrally located point would have proved a worthwhile project for a group of manufacturers to have sponsored at the World's Fair.

An educational exhibit on candy making in the modern plant could have been built around illustrations and models, with samples to show the public the merits of quality candies. A complete line of confectionery in modern cases, with the latest of merchandising equipment, price cards, and "talking signs," attended by trained sales girls in neat uniforms undoubtedly would have drawn crowds into the candy store. One could have come here to select from a wide assortment his favorite sweet to eat on the grounds, or take home a treat for the family, or send a gift to friends from the World's Fair Model Candy Store.

The fair has offered industries unlimited opportunity to educate its millions of visitors from all over the land the merits and processes involved in producing quality merchandise, thus building a preference for this type of goods and stimulating their sales.

## Manufacturers Urged Not to Label Individual Packages with the Blue Eagle

IN a statement in behalf of consumers and the food industries, the Agricultural Adjustment Administration on September 8 urged manufacturers and distributors of food products not to employ the N. R. A. blue eagle as a label upon individual containers for the retail trade.

The request of the Administration is in conformity with the ruling dated August 23, 1933, which stated that packers and canners of manufactured food products will not be expected to label individual containers with the emblem, but in lieu

thereof must stamp or brand the National Recovery Act insignia on the outside shipping container, when the packer is entitled to use it.

The reason for the request by the A. A. A., which has been given immediate supervision of the food industries, is the increased cost to the consumer which will be involved if the practice of some manufacturers of foods in labeling individual containers with the N. R. A. emblem should spread through the whole industry. The increase in cost to American consumers, who already are complaining of retail prices, is estimated at many million dollars annually, should the practice become general.

The National Recovery Adminis-

tration has advised the food and grocery trades that every packer having the right to use the National Recovery Act insignia should file with each wholesaler and retailer a suitable certificate showing he is a member of the National Recovery Administration, which certificate shall be open to inspection by housewives and others who have signed the pledge in support of the President's recovery program. In addition the packers should furnish the retailer with shelf insignia to be displayed with their products. Advertising membership in the National Recovery Administration is to be encouraged. These steps will suffice, without labeling individual packages.



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OCTOBER, 1933



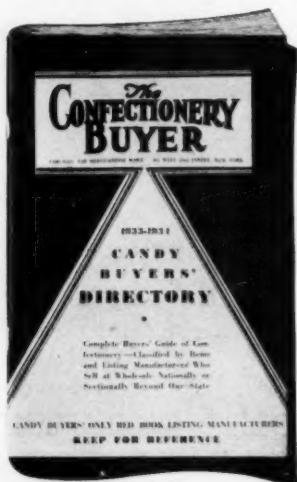
THOSE who make Hooton's Chocolate Coatings recognize the fact that chocolate coatings are probably the most important single purchase made by confectioners. That is why Hooton's are made so carefully. That is why all raw materials must pass rigid tests; why everything is done that can be done to insure high quality and perfect performance. You should know Hooton quality, Hooton value. Write for samples today!

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Page 57

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## 1933-34 DIRECTORY OF CANDY MANUFACTURERS

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**THE CONFECTIONERY BUYER**  
Publishers of The Manufacturing Confectioner  
1140 Merchandise Mart Chicago

### Accident Injuries in Confectionery Plants

(Continued from page 30)

Another interesting answer to the question, "What can a confectionery plant do for the control of accident injuries," comes from George H. Bunton, Treasurer and General Manager of the George Close Company of Cambridge, Mass., which was one of the "honor" companies which reported their 1932 accident experiences to the National Safety Council. With an average of about 150 employees during the year, they made one of the best records both in *frequency* and *severity* of accidents.

"With reference to our favorable safety experience in our plant," states Mr. Bunton, "I believe this is mainly due to the effort of our Safety Committee, and more particularly to the efforts of our general manager and factory nurse. This would not amount to anything if it were not for the cooperation of our superintendent, our foremen, and our employees in general.

"Our Safety Committee meets once a month; has a representative from each department who brings in recommendations and complaints concerning conditions in that department. The chairman of the safety committee has these recommendations typed and a copy goes to the general manager, to the factory superintendent and one is retained by the safety committee to be filed. Recommendations of that committee receive immediate careful attention and in 90 per cent of the cases are complied with at once.

"We also have emergency repair slips in the hands of all our foremen. In case of a fault developing in a machine or in steam or water pipes immediate repairs are necessary, the foreman makes out one of these slips, gets it immediately into the hands of the superintendent, who sees that repairs are made promptly.

"This, with frequent flyers and messages on the bulletin board recommending immediate appointment with the factory nurse for dressings in case of slight burns, cuts, splinters, etc., covers our efforts to maintain safety conditions for our employees."

The National Safety Council, in their report on "Accidental Injury Rates in the Food Industry for 1932," advise that every separate industry should strive at least to equal the average accident injury and severity rates for the entire food industry.

"A satisfactory record," they state, "means good standings in both injury rates, in comparison with other organizations. A poor standing in *frequency* and a good one in *severity* always prevents the possibility of serious injuries resulting from some of the numerous minor hazards. A favorable *frequency* but a poor *severity*

ity record, on the other hand, is apt to mean that some serious hazards have been overlooked, especially if severity has been high for several years."

### Shipping Container Problem

(Continued from page 23)

complete description of the nature and extent of damage to the container and its contents as well as all evidence indicating the cause of damage, whether it be the fault of the container, the method of packing, and of handling, loading, or stowing, or other elements involved."

### SEAL CARDS

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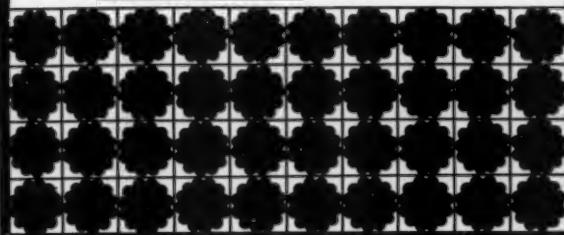
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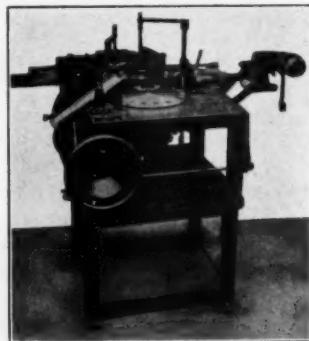
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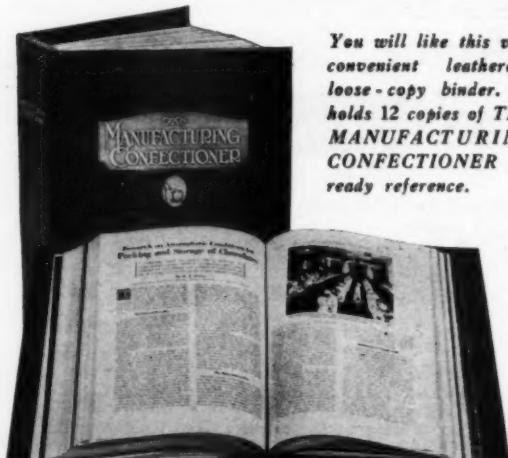
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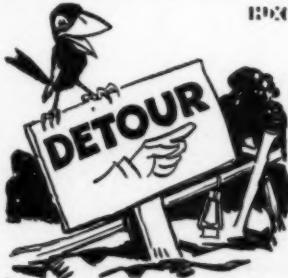
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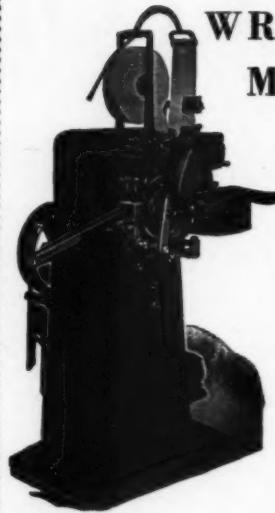
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Enrober (National); 1 300-lb. Chocolate Kettle (National); 1 Depositor for Stars and Buds; 1 Coco Bean Cracker and Tanner (National); 1 Copper Revolving Sanding Pan; 6,000 Starch Boards. King Candy Co., St. Louis, Mo.

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**REBUILT MACHINES AT SURPRISINGLY LOW PRICES.** Buy now before prices advance. We have secured an excellent and complete stock of candy and chocolate machinery, from recent liquidations, such as Park and Tilford, E. Greenfield Sons, Walter M. Lowney Company, Badger Candy Company and F. B. Washburn Candy Mfg. Co. We have not as yet advanced prices, but our prices will have to go up with increased costs of doing business under present conditions. Write or wire collect today, for prices and information on any machine which you may need to install, to bring your plant up to top-notch efficiency. See our advertisement on pages 60-61, for partial list of machines on hand. Do not delay. Prices will never be lower and they are positively going higher. Depend on Union Service, Reliability and Value. Union Confectionery Machinery Co., Inc., 318 Lafayette Street, New York, N. Y.

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**WANTED: TWO USED WRAPPING MACHINES** to wrap 1c and 5c candy bars. Address: I-9335 % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**MACHINERY WANTED:** Ideal caramel wrapper. Hobart fire mixer. Model K Kiss cutting and wrapping machine. Dealers save stamps. John Kish, Etna, Pennsylvania.

**WANTED TO BUY—USED TOFFEE WRAPPING MACHINE** which will wrap in both foil and wax or cellophane. Chase Candy Co., St. Jo-seph, Mo.



#### POSITION WANTED

**A. 1. RETAIL CANDY MAKER.** thoroughly experienced on general line of fine retail candies including complete line of fine chocolates, bon bons, fudges, brittles, jellies, nougats, caramels, butterscotches, taffy, toffee, wafers, roll goods, nut goods, holiday and hard goods, salted nuts, counter goods, ice cream, ices, fountain syrups, etc. American, married, 40, strictly sober. Available to well rated retail firm on year around basis. No objection to small city. Address J-1031, % Manufacturing Confectioner Publishing Company, 1140 Merchandise Mart, Chicago, Illinois.

**EXPERIENCED PRACTICAL** candy maker with 25 years' experience in the wholesale candy business wants position either as superintendent or sales demonstrator, calling on manufacturing confectioners. Have thorough knowledge of manufacturing all kinds of confections and have formulas for a complete line of 5 and 10c bar goods. Services available at once. Address: I-9336 % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**POSITION WANTED: ALL** around working foreman or candy maker on lines of gums, jellies, Marshmallow goods, nougats, caramels and all creams, crystallizing, hand roll and cast centers. Experienced enrober operator. Address: Joe J. Hennessey, 306 N. Buckeye, Iola, Kansas.

**SUPERINTENDENT—18 YEARS** practical, 2 years laboratory experience. Thorough knowledge every branch of candy manufacture. Expert production man, can handle help efficiently. Will go anywhere. First class references. Address I-9331 % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

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**TWENTY YEARS' EXPERIENCE** on bulk, bar, fancy packages. Two years' chemical research work. Understands chocolate coating from the bean up. Can originate new pieces. Have new and original formulas. Expert on production problems. Competent supervisor. Modest salary. Address I-9332 % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**WANTED POSITION BY AN** A-1 all around candy maker. Thoroughly versed in all lines. Expert enrober operator with full knowledge of the manufacture of chocolate from the bean. Capable in the capacity of working foreman or can take complete charge. Well educated, can figure costs and keep down overhead in small or large plant. Can originate new goods and ideas in packaging. Am 40 years old. My services have been with the most successful concerns in the business. Address: I-9333 % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

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**FIRST-CLASS HARD CANDY** foreman wishes to make connection with some good reliable manufacturer, also specialize in caramels, nougat, fudge and peanut work. Now engaged but desirous of making a change. References. Address H-8335, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

**SUPERINTENDENT DESIRES** position any size plant, take charge of manufacturing, handle help, figure costs; 20 years' experience in general line factory. Age 48, married. Can originate new goods, familiar with all candy machinery, boiler room and starch drying equipment. Available at any time. Address: G-7332, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

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**SITUATION WANTED BY HIGH** class all around candy maker, thoroughly experienced on general line of fine retail candies, including chocolates of all kinds, bon bons, nougats, fudges, jellies, caramels, toffees, butter brittles, nut goods, cream goods, rolls, hard goods, holiday goods, salted nuts, counter goods, week-end specials. I can also produce medium grade lines. Available at once or early fall to well rated firm as candy maker, foreman or manager of manufacturing department. American, 40, sober. Address: G-7334, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.



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### POSITIONS WANTED

**WANTED — POSITION — HAVE**  
had 25 years' experience in the candy business in all phases and am familiar with all the latest equipment. My last experience was in hand rolls, jellies, gums, cream mixes and marshmallow work. Am 40 years old, married, and have family. I can furnish excellent references. Address C-3339, % The Manufacturing Confectioner Pub. Co., 1140 Merchandise Mart, Chicago, Ill.

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**HELP WANTED—A GOOD**  
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### HELP WANTED

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**HELP WANTED—A GOOD**  
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**Index to Advertisers**

(SEE ALSO CLASSIFIED LIST OF CONFECTIONER'S MACHINERY AND SUPPLIES, PAGE 5.)

| Page                                      | Page       |                                 |           |  |        |
|---|------------|---------------------------------|-----------|--|--------|
| Anheuser-Busch, Inc. ....                 | 53         | Feote & Jenks.....              | 10        | Magnus-Mabee & Reynard, Inc....            | 55     |
| American Lecithin Corp. ....              | 10         | Fritzsche Bros., Inc. ....      | 2nd Cover | Merckens Chocolate Co. ....                | 55     |
| Baker & Co., Inc., Walter.....            | 7          | Guittard Chocolate Co. ....     | 9         | Minnesota Mining & Mfg. Co. ....           | 11     |
| Blanke-Baer Extract & Preserving Co. .... | Back Cover | Hooton Chocolate Company.....   | 57        | National Aniline & Chemical Co., Inc. .... | 51     |
| Brewer, Chas. A., & Sons.....             | 59         | Ideal Wrapping Machine Co. .... | 62        | Nulomoline Co., The.....                   | 53, 61 |
| Burnett Co., Joseph.....                  | 51         | Imperial Wood Stick Co. ....    | 59        | Rathborne, Hair & Ridgway Co. ....         | 59     |
| Burrell Belting Co. ....                  | 62         | Kohnstamm & Co., Inc., H. ....  | 60        | Ungerer & Co. ....                         | 6      |
| California Fruit Growers Exchange .....   | 8, 15, 49  | Lehmann, J. M., Co., Inc. ....  | 3rd Cover | Union Confectionery Machinery Co. ....     | 12-13  |
| Clinton Corn Syrup Refining Co. ....      | 61         |                                 |           | White Star Equipment Co. ....              | 60     |
| Confectionery Buyer .....                 | 66         |                                 |           | White Stokes Co., Inc. ....                | 4      |
| Corn Products Refining Co. ....           | 57         |                                 |           | Whymper's Book .....                       | 14     |

